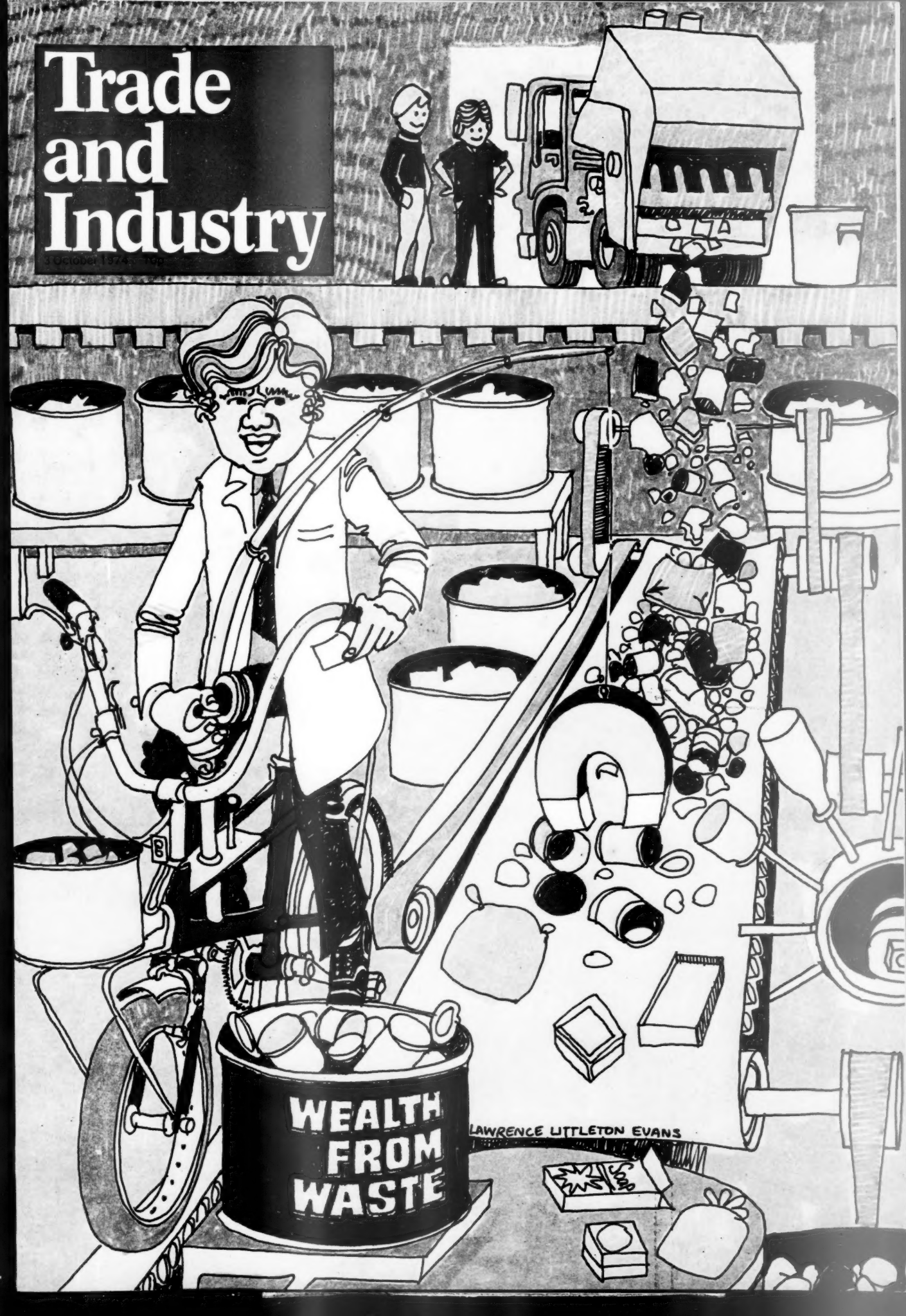
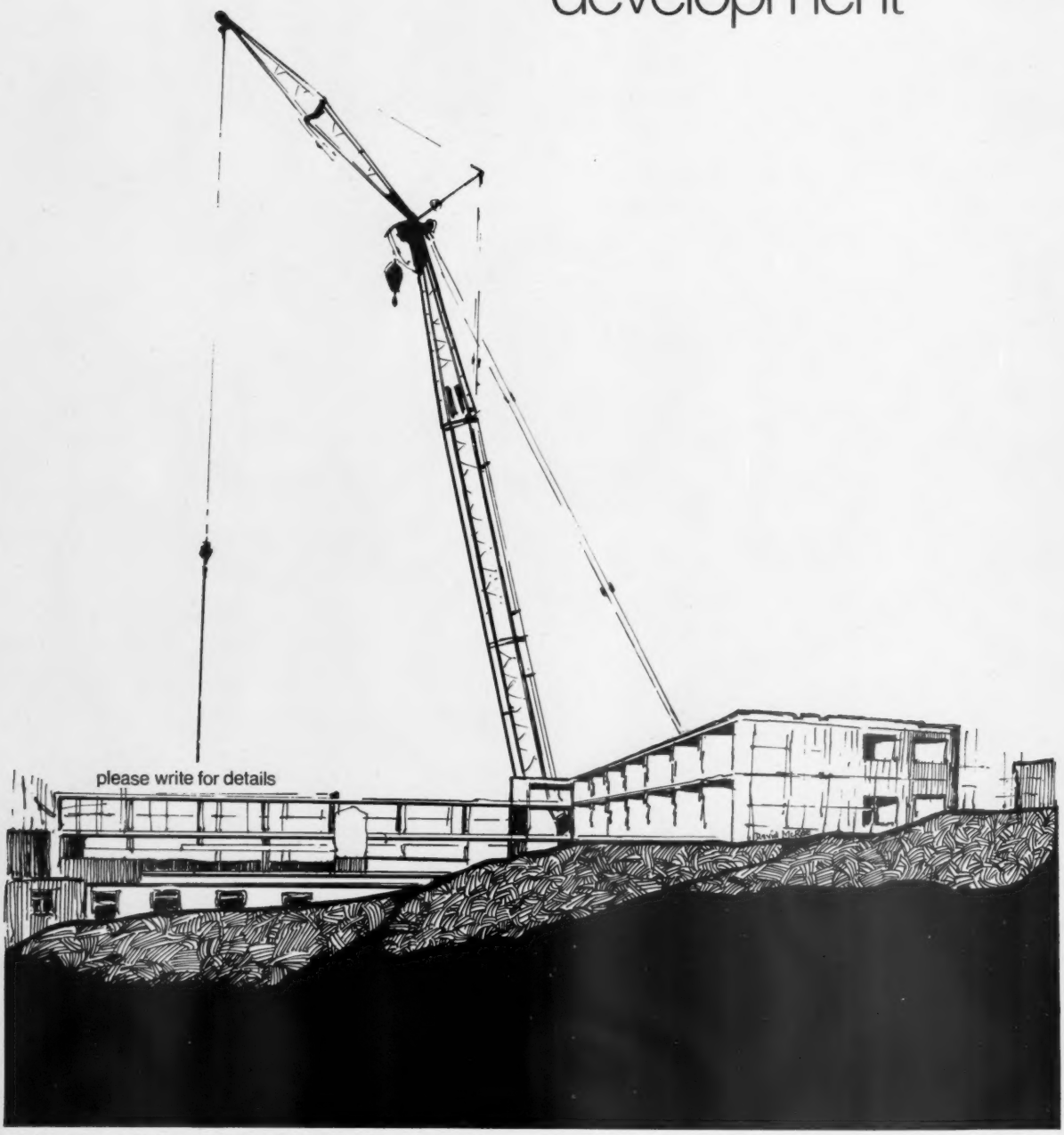
Trade and Industry

3 October 1974 10p



Oldham invites industrial and commercial development



Andrew E. Harris ☐ Borough Estates and Industrial Development Officer, ☐ Shaw Town Hall, Shaw, Oldham. OL2 8RE. ☐ Telephone: Shaw 47292

Trade and Industry

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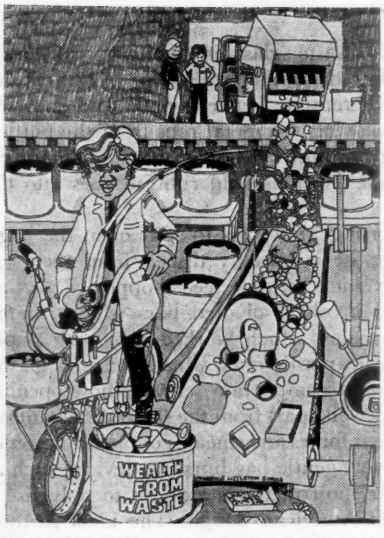

Our artist is willing to negotiate manufacturing rights for his one-man-operated, pedal-powered Refuse Sorter and Extraction Unit. He acknowledges that the inspiration for some (though not all) of his ideas came after reading about the experiments at Warren Spring Laboratory for extracting raw material from domestic refuse. The Laboratory's inventiveness is described in the article 'Wealth from waste'.

Trade and Industry
Incorporating the Board of Trade Journal
Volume 17. No. 1.
Pages 1 to 48. 3 October 1974.
Price 10p. Net subscription post inclusive, £7.60
Editorial: Room 437, 1 Victoria St., London SW1H 0ET. Tel: 01-222 7877. From 7 October: 01-215 5654 (Editorial inquiries) 01-215 5730 (General)
Advertisements: HMSO, Room C70, Atlantic House, Holborn Viaduct, London EC1P 1BN. 01-248 9876 ext. 6147
Subscriptions: HMSO, PO Box 569, London SE1. 01-928 6977 ext. 472

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New telephone numbers for departmental headquarters

From 7 October, direct dialling will be possible to 1 Victoria Street, the London headquarters of the Department of Industry, the Department of Trade and the Department of Prices and Consumer Protection. This means that callers will be able to dial the exchange number – which will now be 01-215 – followed by any particular extension. For example, callers wishing to speak to the EEC Information Unit have had, up to now, to dial 01-222 7877 and ask to be put through to extension 4301. From 7 October they can dial the new access number 01-215 and follow this by dialling 4301. For operator assistance the number will be 01-215 7877.

Direct access is also available from Cromwell House, Dean Stanley Street, London SW1P 3HY, the premises of the London and South-East Regional Office and the Eastern Regional Office of the Department of Industry. The access code here is 01-212 followed by the extension number required. For operator assistance ring 01-212 7676.

Britain

Wealth from waste

by Jennifer Clarke

The significance of the refuse lorry which calls at Warren Spring Laboratory is that it may be making a delivery rather than a collection. The Laboratory has several programmes concerned with the treatment of domestic refuse, and Stevenage Urban District Council supplies the genuine article in sufficient quantities for pilot-scale experiments requiring about 2 tonnes of refuse an hour.

One of these programmes, carried out on behalf of the Department of the Environment, is to investigate the mechanical sorting of domestic refuse into constituents such as paper and board, glass, ferrous and non-ferrous metals, plastics and inert materials such as grit and ash. The aim is to find out whether the end-products, which are often contaminated to a certain extent, can be sold to industry as alternatives to more conventional raw materials. The advantages of this are obvious. If successful, and if implemented on a sufficient scale, the burden on the environment imposed by more conventional methods of disposal such as tipping and incineration would be reduced, and in addition, imports of raw materials such as metals and paper pulp might be lowered.

In most cases, collected refuse has not been pre-sorted. Local authorities may have been discouraged by a pilot experiment carried out in York, in which householders were asked to retain their waste glass in separate categories. Instructions were followed for the first week, but after that housewives did not differentiate between plain and coloured glass, and stopped removing the metal tops from the bottles. Perhaps it was asking too much. The fact remains, however, that at the moment all the household rubbish goes into the same dustbin.

The first step in sorting at WSL is to split open the bags, and to do this the refuse is initially tipped from the local authority collection vehicle into a feed hopper. The first opening method tried involved pivoted bars which rotated against the bags – a system which worked well with paper bags but not so well with plastic ones, which got stuck on the spikes. A modified Norba compaction screw is now opening the bags – which works well apart from the slight disadvantage that it relies on high shear forces and smears contaminants on to paper surfaces. Relatively gentle bag bursting devices, such as this one, are rare since most methods attempt to pulverise – especially in plants of American design. The ideal method would be gentle enough to release the contents without deforming the tin cans, since these may trap undesirable contaminants, and to avoid degrading the quality of, paper by contamination with grease, for example.

FIGURE 1 The sorting of raw domestic refuse at Warren Spring

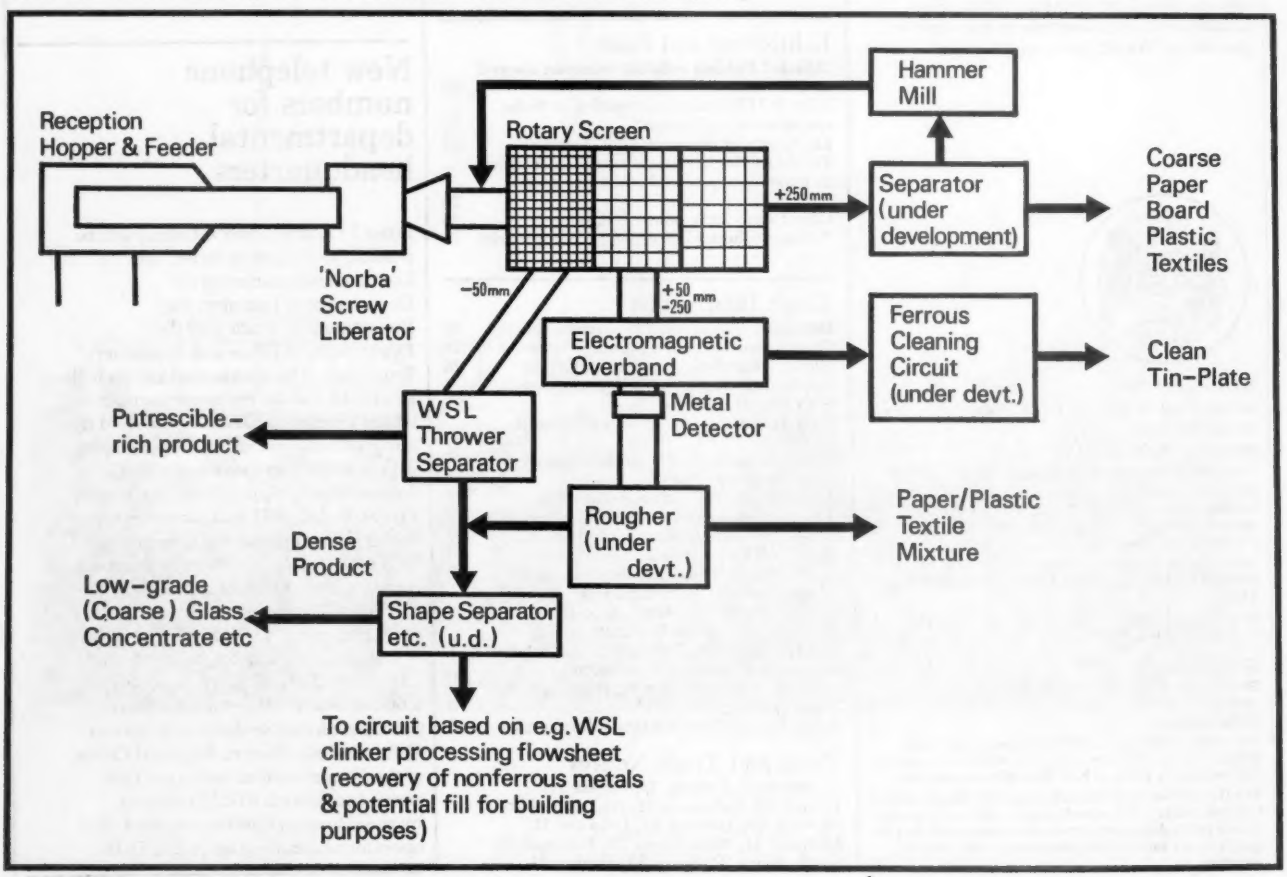
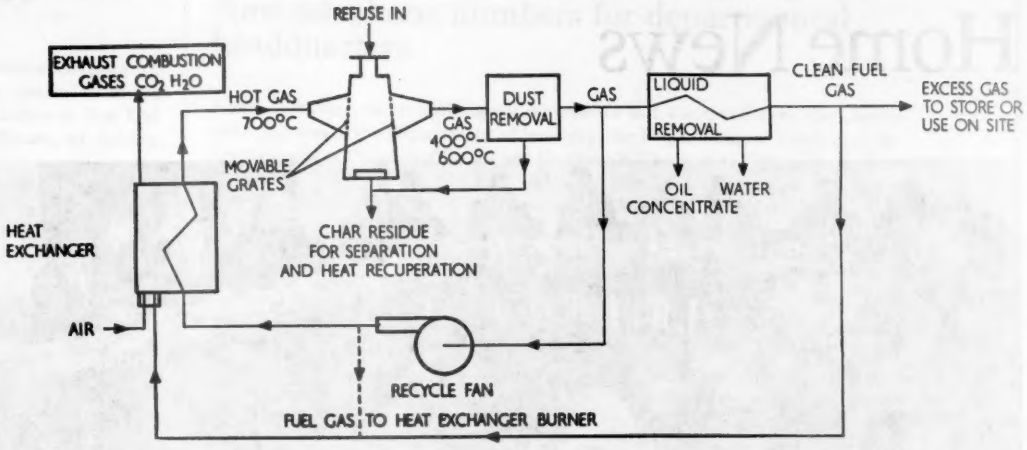


FIGURE 2 WSL pilot plant for pyrolysis by hot product gas recycling



The next step is to pass the contents through a rotary screen, or trommel, with apertures ranging from 50 to 250 mm. The smallest items, such as ash and grit, potato peel, etc., are thus separated out.

The minus 50 mm. fraction is fed into Warren Spring's thrower – separator, a device developed in the Laboratory's Scrap and Waste Section – in which the material is accelerated to a very high speed and fired at a striker/skid plate. Separation depends on the frictional resistance offered by the various components of the waste so that different trajectories are described by the various materials as they slide off the plate.

Basically the minus 50 mm. fraction is divided into a dense product and an organic product (potato peel, etc.) with possibilities that the latter could be used for generating methane, for growing yeast or even for animal feed.

The plus 50 minus 250 mm. fraction containing most of the tin cans and bottles – is directed on to an overband electromagnetic separator mounted on a frame. Experiments are now being carried out varying the strength of field, distance and the speed of the feed conveyor. There is no great difficulty in separating the tin cans and using them for making low-grade steel. The problem is that it is too low grade for, for instance, the car manufacturers, because of containing too much tin. New methods of removing the tin coating are being devised. If successful, they will have the double advantage of saving tin imports (at present our tin re-cycling is as low as 8 per cent) as well as producing steel of a better grade.

A metal detector (now in fashion because of its use at airports) detects the presence of non-ferrous metals after the overband, while a magnetic head pulley at the end recovers any remaining ferrous metals that have slipped through.

What is left over from the conveyor may be subjected to roughing, to separate the glass from the metal. Various methods may be employed including inertial, sliding and air classification. Glass bottles tend to be cylindrical, suggesting the use of shape separators, whereas impalement may be used to remove items such as stale bread.

What remains of the minus 250 mm. plus 50 mm. fraction consists largely of non-ferrous metals, paper and plastic. There are various possible uses for this residue.

The plus 250 mm. fraction is fed via a hammer mill back into the system. This treatment is unsual but it has the advantage that it cuts down on power consumption. A number of separators are being studied, including ways of taking the paper, plastic and carpet out of the system.

Eventually, it is planned to operate a continuous, integrated plant capable of accepting raw refuse and producing a minimum of irrecoverable material. Warren Spring Laboratory will contact industrialists who are willing to assess the products from the plant for possible use in their own industries.

As a separate programme, a method has been developed for treating local authority clinker, left over from incineration. This involves the use of a magnetic separator, passing the metals through a hammer mill, and back through a magnetic separator again. The residue is roll-crushed so that the non-ferrous metal is flattened and the brittle constituents break down for separation by screening. The metallic screen oversize consists of aluminium, copper, lead, zinc, etc., and is valued at only about £30 a ton

This value can be increased substantially by the use of a fluid bed separator, another piece of equipment developed at Warren Spring.

The fluid bed consists of finely ground iron powder through which air is blown. Lighter materials, such as aluminium, float on the pneumatically-fluidised iron powder, rather like a cork on water, while the base metals sink. Vibratory and bed recirculating systems are incorporated to extract the products. The aluminium reclaimed by this method can be sold for about £60-£80 per ton (1967), while the base metal concentrate may fetch as much as £300 a ton. The advantages of this process are that it is cheap and simple and, unlike paper and plastic, there should be a continuing and ready market for the metals.

Incineration is one method in current use for the disposal of domestic refuse. In a few instances in the United Kingdom attempts are made to exploit the resulting heat energy. In Nottingham a district heating circuit has been installed, while at Edmonton, in North London, the heat is used to generate electricity which is then sold to the CEGB.

There are several advantages of pyrolysis over incineration. Physically smaller units are required because, in the absence of air, less gas is produced and cleaning requirements are less stringent. The reactor volume is therefore smaller and less capital intensive equipment is needed. High grade fuels for storage and use when required can be produced. There is no oxidation of metal constituents. The solid product is in the form of a friable char which does not require crushing to release the metal values and fuels can be tailored to reduce pollution.

At Warren Spring, pyrolysis is being examined in some detail. Negotiations are at present being carried out between the National Research Development Corporation (which hold the patents), the Department of the Environment, Industry and a local authority so that a site can be found and a larger-scale prototype plant can be built for further testing.

Figure 2 shows a schematic diagram of the WSL pilot plant. Ultimately the process will be designed to be completely self-supporting with respect to fuel requirements, and will be engineered so that useful by-products in the form of ferrous and non-ferrous metals and solid and gaseous fuels can be obtained by adjusting the operating conditions.

Home News

'Outside inspectors' – all eminent members of the legal and accountancy professions – appointed by the Department of Trade, at a symposium organised by the Companies Investigation Branch in the Department's headquarters on 24 September. Outside inspectors are usually appointed for major investigations into public companies: one inspector is always a leading QC and the other a senior partner from a major firm of accountants. The symposium, under the chairmanship of the Parliamentary Secretary for Companies, Aerospace, and Shipping, was held to promote a general discussion on company investigations and the way in which they are conducted. Over 40 inspectors attended – including those appointed into almost all leading cases of recent years – as well as representatives from the Director of Public Prosecutions, the Police and the Treasury Solicitor.

Implementation of Monopolies Report on possible merger between Davy International and British Rollmakers

It was announced on 4 April that the Secretary of State for Prices and Consumer Protection had decided to implement the recommendation of the Monopolies and Mergers Commission that a merger between Davy International and the British Rollmakers Corporation should not be permitted in view of the Commission's conclusion that it would be against the public interest and that the Director General of Fair Trading would be asked to discuss the implementation of the Commission's report with the companies concerned.

As a result of discussions undertaken by the Director General, assurances acceptable to the Secretary of State have now been received that Davy International will refrain from increasing its present holding in British Rollmakers, by acquiring any further shares or interest in shares of that company, and will refrain from any action which would result in its being able to control the policy of that company.

So far as Davy's existing shareholding in British Rollmakers is concerned, the company has confirmed that it is its intention to dispose of that holding as soon as it can conveniently do so; and that it is hoped that disposal will become possible within two years. Meantime it is not Davy's intention to interfere in the direction or management of British Rollmakers except in circumstances where, as shareholders, Davy might consider it necessary to protect its investment, in which circumstances they would consult the Office of Fair Trading before taking action.

New factory at Bridgend Industrial Estate

Work is to begin immediately on building a new factory on the Bridgend Industrial Estate to rehouse Say Engineering Services Ltd., who presently occupies two nest units on the Estate. The area of the new factory is 914 m^2 (9,838 sq. ft.) and it is scheduled to be completed next April.

This is a light engineering firm and on completion of the new factory the company anticipates increasing their labour force by 21.

The architects for this project are Wallis Gilbert, Wolstenholme & Partners, the quantity surveyors are G. A. Downie & Partners, and the building contractors are Wenvoe Construction Co. Ltd., all of Cardiff.

Extension for Pontardawe advance factory

An extension of 2,010 m^2 (21,638 sq. ft.) is to begin shortly at the factory of Cwmgors Press & Fabrication Co. Ltd. at Pontardawe. The original advance factory was occupied by this company in January 1973; it was the third advance factory to be built in the area and this is the first extension to the premises.

The extension is scheduled for completion in March 1975. The company, which manufactures spare parts for the motor industry, anticipates employing an additional 125 people, predominantly male. Architects for this project are Fry & Hughes, Swansea; the quantity surveyors are E. C. Harris & Partners, Treforest, and the building contractors are R. M. Douglas Construction Ltd., Swansea.

Ashington factory expansion

The English Industrial Estates Corporation is to build a 10,000 sq. ft. extension to the factory occupied by G. T. Culpitt & Son Ltd. on the Jubilee Industrial Estate, at Ashington, Northumberland.

G. T. Culpitt & Son Ltd., who manufacture a wide range of cake decorations, already employ over 250 people at Ashington, and this expansion should provide employment for a further 50.

Commenting on this expansion, Mr J. O. Carter, a director of the firm, said 'This is part of our planned, sustained growth that the company has achieved over the past five years. The extension will be used to accommodate a re-designed and improved production area for cake drums and cake cards and the present area used by this department will become a central packing area.

'The new extension will be linked to our central warehouse and despatch department, the greatly improved layout giving us much more flexibility and efficiency.

'We carry over 2,000 lines supplying Britain's bakers and stationers and 15 per cent of our production at Ashington is exported'.

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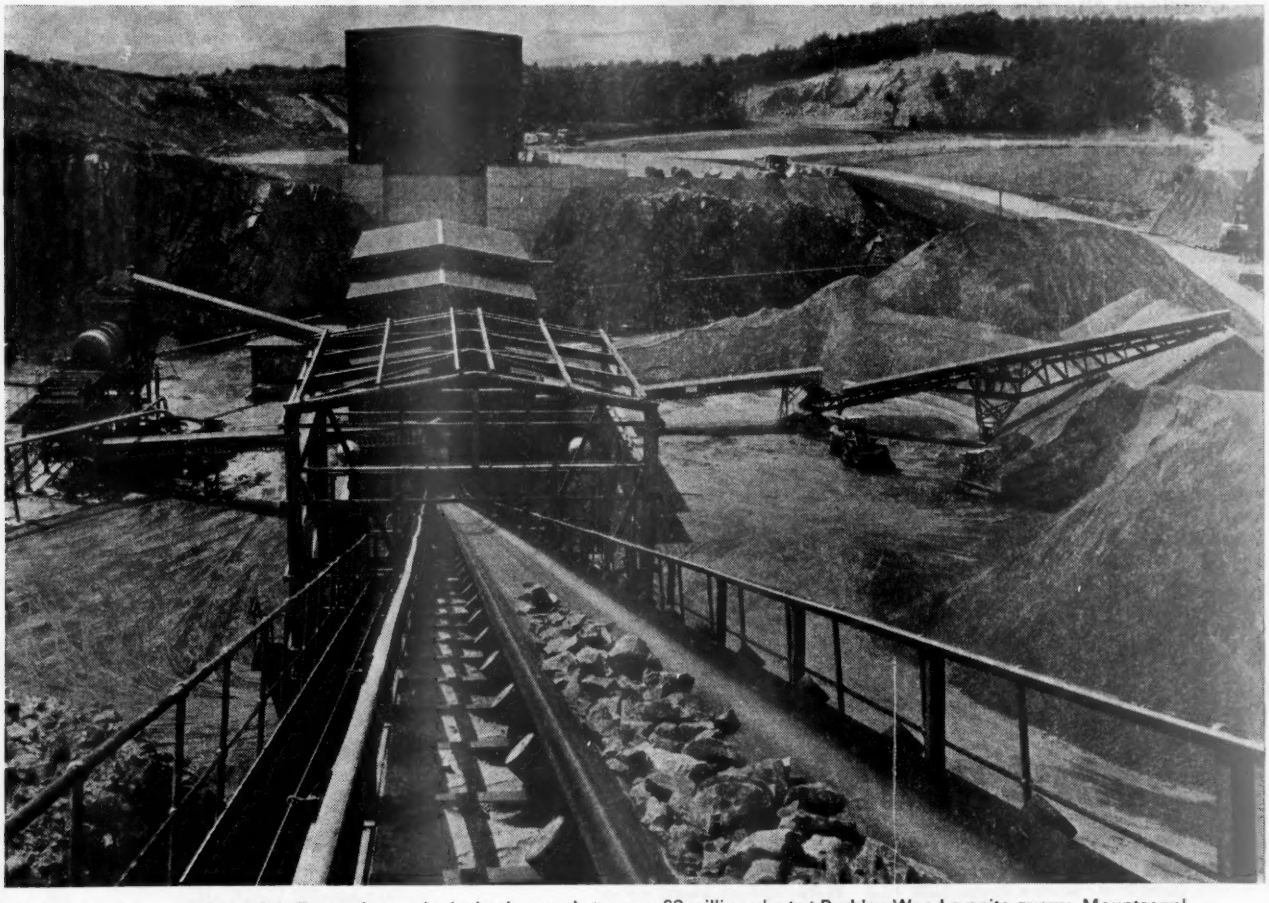
Flixborough Court of Inquiry

The Chairman of the Court of Inquiry into the explosion of Nypro UK Ltd., Flixborough, Mr. Roger Parker, QC, has announced that the Court will move its hearings to the Piccadilly Hotel, Piccadilly, London SW1 for one week commencing 7 October.

This has been made necessary by a prior booking at Church House where the hearings are being held at present. The hearings will begin at 10.30 a.m. each day as normal.

As announced at the preliminary hearing on 24 July, the Court will adjourn its hearings for three or four weeks from the week commencing 14 October. This is to enable technical evidence still in preparation to be assembled for presentation as evidence.

The time and place of the resumed hearings will be announced in due course.



The largest primary crusher unit in Europe is seen in the background at a new £3 million plant at Buddon Wood granite quarry, Mountsorrel, Leicestershire. In the foreground is the dirt removal plant. The plant, developed by Redland Roadstone Ltd., employs the most up-to-date quarrying techniques and has an initial annual output of some 1.2 million tonnes of stone, rising to 2.4 million tonnes. Fixed plant has been designed and installed to allow duplication of all processing beyond the primary crusher so that output can be increased to 5 million tonnes a year when required. This production anticipates the growth in demand for aggregates and the eventual decline in the availability of construction materials. The Mountsorrel complex is 650 acres, of which Buddon Wood is 200 acres. Redland Roadstone will initially work 70 acres, yielding some 55 million tonnes of rock. Famous for its pink colour, the rock reserve is in excess of 150 million tonnes.

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*Stanley G. Armstrong, assistant manager
Moor House, 119 London Wall / London, England EC2Y 5ET
01-638-8330 / Cable: BALTPORT / Telex 888711
*Birmingham and Northern England.

Ports in Britain – new pamphlet

A new Central Office of Information reference pamphlet, *Ports*, describes the ports industry in Britain including the structure of the industry, the volume and types of traffic handled and the principal ports.

The main sections in the first half of the pamphlet are concerned with the pattern of port ownership; the role of the Government; port administration and facilities, including developments in cargo handling methods; employment; and traffic, both freight and passenger, through the ports of Great Britain.

The second half of the pamphlet contains a description of the main British ports, by economic planning region, with statistics for freight and passenger traffic passing through each of the leading ports.

Ports (British Industry Today), RP 119, HMSO, 45p (by post 50p) is obtainable from Government Bookshops in London (post orders to Box 569, London SE1 9NH), Edinburgh, Cardiff, Belfast, Manchester, Birmingham, Bristol, or through any bookseller.

Revision of UK/Australia Air Agreement

The following statement was issued by the Department of Trade on 23 September.

The British and Australian Government have agreed to major changes in the UK/Australia Air Services Agreement, to take effect from 1 October 1974.

Qantas services through North America and Mexico to London have been withdrawn. To balance this, British Airways will cease operations on the South Pacific route between Australia and the USA. Their service will be withdrawn at the end of March 1975.

This means that both British Airways and Qantas will no longer operate services between Britain and Australia on routes other than Kangaroo Route (via South East Asia and Hong Kong).

The Governments have also up-dated the agreement by eliminating certain unused routes such as that via West Africa and South America to Australia.

The British and Australian airlines will share a balanced route structure linking Australia with Britain and Hong Kong.

The agreement means that the UK/Australia Air Services Agreement has been comprehensively revised without affecting adversely in any way the traditional close relationship between the two Governments on international air transport matters.

A new framework has been created within which the long-standing commercial co-operation between British Airways and Qantas can continue successfully, taking into account current conditions on international routes over which they operate.

Note

The revised arrangements follow negotiations by Government delegations in April and July. The two Governments then requested Qantas, British Airways and Cathay Pacific Airways (who will be introducing a new service between Hong Kong and Sydney in October) to negotiate appropriate pooling arrangements on the agreed routes on the basis of policy directives regarding the equitable sharing of the traffic. It was not possible to announce a final agreement until after the airline talks already referred to.

Inspection of the intermediate-pressure compressor of the first 48,000 lb. thrust RB 211-524 engine – the 'Dash 524'. The compressor is designed for a 9 per cent greater mass flow than the same compressor on the 42,000 lb. thrust RB 211-22B engine which is now in service. Production of the Dash 524 is to go ahead to meet the needs of the longer range TriStar airbuses, following an order from Saudia, the Saudi Arabian airline, for a further two TriStars. More than 350 Rolls-Royce RB 211 production engines have been supplied to Lockheed and customer airlines in the 29 months since deliveries started.

Patents endorsed 'Licences of Right'

Under Section 35 of the Patents Act, 1949 the following patents were endorsed 'Licences of Right' on the dates specified:

Number	Grantee	Subject-matter
18 September 1974		
1,231,088	Ciments Lafarage	Stabilisation of concrete and mortars made from aluminous cements
1,232,444	Ciments Lafarage	Improvements in concretes and mortars
1,269,581	Stenuick Freres, SPRL	Pneumatic drills
1,275,187	Creusot-Loire	A bogie
1,324,383	Creusot-Loire	Decking members for demountable bridges
1,336,281	Creusot-Loire	Hydrocarbon binding complex, process for its preparation and applications thereof
1,341,105	Creusot-Loire	A device for introducing gas or vapour into a liquid
1,342,784	Creusot-Loire	Apparatus for producing a circulating flow of a liquid
1,344,005	Creusot-Loire	Lathes
1,345,407	Creusot-Loire	A rotary offset web printing unit

Any person who claims that the patentee at the time of endorsement of any of the above Patents was precluded by a contract in which claimant is interested from granting licences under the patents may apply for cancellation of the endorsement on Patents Form No. 45 within two months after the date of endorsement.

E. Armitage,
Comptroller

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Industrial and commercial property

The Register of Restrictive Trading Agreements (Restrictive Trade Practices Acts 1956 to 1973)

Additions and amendments to the Register
A list of additions and amendments made to the alphabetical index to the Register between 1 July and 30 September is given below; the amendments are shown in italics.

'D' and 'F' Agreements
Also given below, headed 'D' and 'F' Agreements, is a schedule which brings up to date at 30 September 1974 particulars of these agreements which have been determined or varied.

A full explanation of the basis on which these two lists have been compiled, and the meaning of the symbols used, was published in *Trade and Industry* (page 22) on 3 January 1974.

Agreements not to be referred to the Restrictive Practices Court
The Secretary of State for Prices and Consumer Protection may, on the representation of the Director General of Fair Trading, give directions under Section 9(2) of the Act of 1968 discharging him, during their continuance in force, from the duty of referring an agreement to the Restrictive Practices Court. A further list is given below, headed as this paragraph is headed, of agreements in respect of which directions under that sub-section have been given and are in force. The agreements are indicated in the Index to the Register by the symbol 'B'. Although these agreements are already included in the above-mentioned list of additions and amendments, they are shown separately under this heading for the benefit of readers.

Inspection of the Register
The Register may be inspected between 10 a.m. and 4.30 p.m. on any weekday except Saturday and certain holidays at any of the following addresses:

Director General
Office of Fair Trading
Chancery House, Chancery Lane, London WC2A 1SP

9 Hope Street, Edinburgh EH2 4EL

Department of Commerce
176 Newtownbreda Road, Belfast BT8 4QS

the fee for inspecting the Register is 50p per day, but if fewer than five agreements are inspected the fee is 10p for each agreement.

Indexes to the Register, one as published in *Trade and Industry* and one in which commodities are grouped by classes, may be inspected at these addresses free of charge.

Additions and amendments to the Register

Registered No. of Agreements	Commodity			
	A			
3473	Agricultural products, animal feeding stuffs, agricultural chemicals, fertilisers		*add*	B 9/74
3822	Aluminium windows and associated products			
	B			
962	Bread, confectionery, flour	C 2/60	*add*	B 9/74
2971	Builders materials and plumbing materials	F 6/71	*add*	C 6/74
	C			
3820	Cement, gravel, sand			
3813	Circuit digital data			
3794	Cock spares, level indicator spares, metal fittings, valve spares		*add*	B 9/74
3773	Copper clad laminate products			D 7/74
2578	Cranes	C 4/67	*add*	D 8/74
	D			
3769	Detergents		*add*	B 9/74
	G			
3819	Gravel, sand			
3691	Groceries		*add*	B 9/74
	I			
3768	Internal combustion piston engines, motor cars		*add*	B 9/74
	M			
3818	Milking machines			F 7/74
	P			
3797	Power station cabling contracts		*add*	B 9/74
	V			
3779	Vulcanised fibre based paper			

'D' and 'F' Agreements

Registered No. of Agreements	Commodity	Area	D or F	Date
2578	Cranes		D	August 1974
3773	Copper clad laminate products		D	July 1974
3818	Milking machines		F	July 1974

Agreements not to be referred to the Restrictive Practices Court

Registered No. of Agreements	Commodity
962	Bread, confectionery, flour
3473	Agricultural products, animal feeding stuffs, agricultural chemicals, fertilisers
3691	Groceries
3768	Internal combustion piston engines, motor cars
3769	Detergents
3794	Cock spares, level indicator spares, metal fittings, valve spares
3797	Power station cabling contracts

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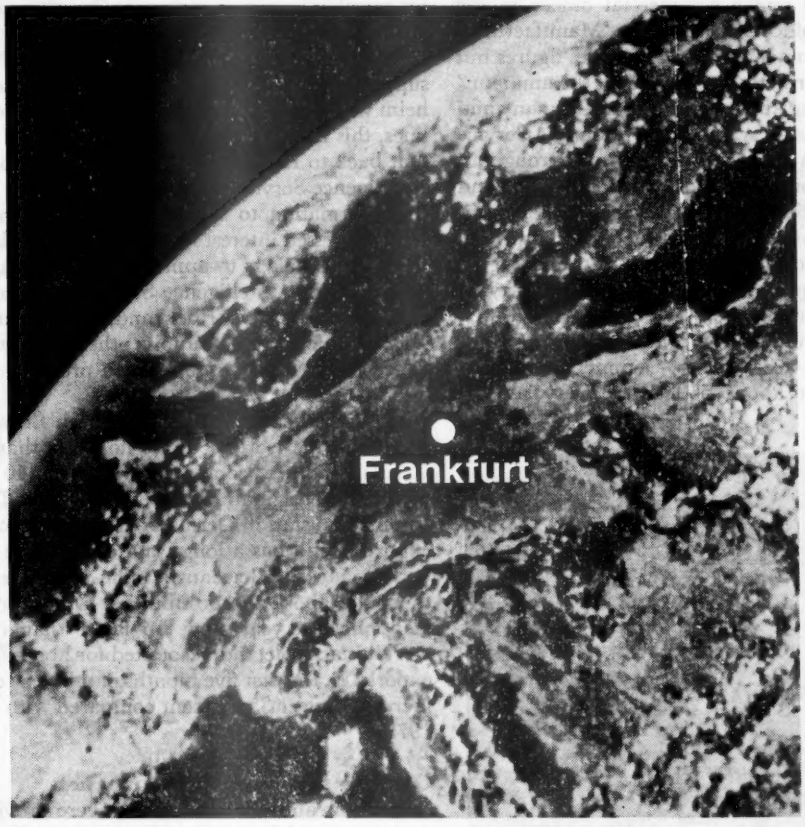

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BOTB British Overseas Trade Board

Professionals, please

Leslie Walford takes a look at the West German market and the Government services available to the British exporter

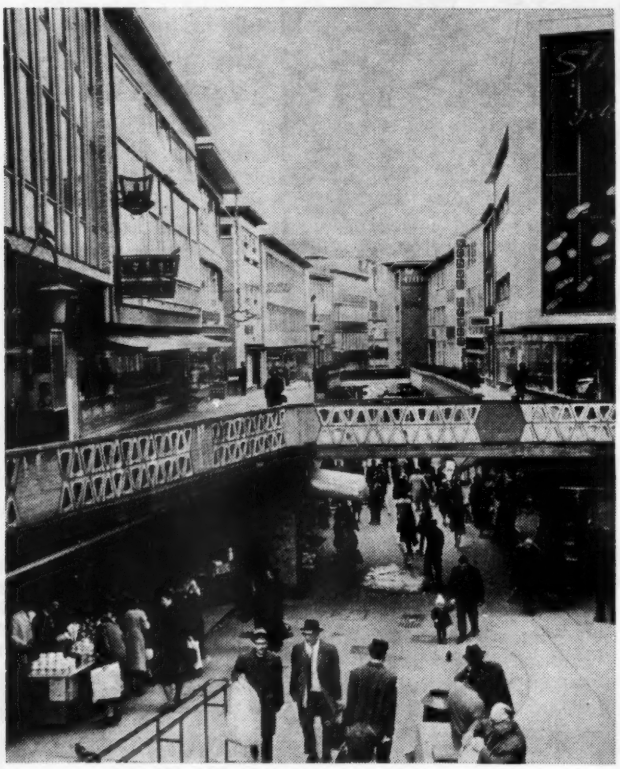
'To succeed in selling to Germany you must be professional', said Leslie Raybould, the senior commercial officer in the British Consul-General's office in Stuttgart. 'Manufacturers with the will to succeed can achieve excellent sales figures but there is no sympathy in Germany for the cult of the amateur.'

Mr. Raybould was talking about exporting to Germany and telling me some of the ways in which the Diplomatic Service posts can help businessmen who want to export. Throughout the world, in over 100 countries, more than 800 men and women are employed full-time in our Embassies, High Commissions and Consulates on commercial work. In Federal Germany alone there is a commercial staff of 85, including 35 commercial officers, working at centres all over the country on the promotion of UK exports.

Perhaps the most important part of the work of the commercial officers is visiting local firms. Commercial officers throughout Germany visit about 500 firms every month. They use their visits to pick up market information, to look for possible agents to represent British firms, and to find out information for British firms to use. While making their visits they are alert for specific opportunities for British firms to supply exports to Germany. If, for instance, a firm in Mannheim wants a steady supply of widgets to feed their production lines, this information, with as much detail as possible, will be sent back to London. From London the computerised Export Intelligence Service of the British Overseas Trade Board sends the information to subscribing widget firms in Britain who have expressed interest in the German market. Then it is up to the widget-makers to approach the German firm.

The Export Intelligence Service is tailored to the needs of the individual subscriber and, apart from specific export opportunities, it can supply other important export intelligence matched to a subscriber's product or service, markets and other requested information.

For some years Germany has been Britain's second largest market in the world, but we hold less than 4 per cent of the German market, compared with over 40 per cent held by Germany's original EEC partners. The Diplomatic Service commercial staff in Germany are the first to admit that British exporting still has a long way to go before we can match the performance of Germany's main suppliers, but they are enthusiastic about the possibilities. Our exports to the Federal Republic last year went up faster than our exports to the world as a whole and accounted for about 6½ per cent of total exports. In the first five months of this year they notched up an increase of over 35 per cent compared with the same period in 1973.



It is in shopping centres such as this – Schulstrasse in Stuttgart – that British manufacturers must compete with their products for the attention of German shoppers.

Observe the needs of the market

'Britain can sell anything over here providing it is matched to the needs of the market,' I was told in Bonn, from where the network of commercial posts in Germany is co-ordinated. This view was echoed in Stuttgart by Mr. Raybould, who said that 'most German firms have difficulties in getting all their needs from indigenous sources and a high percentage of their needs could be supplied by UK firms'.

Mr. Raybould emphasised the importance of the effort that must be put into selling to Germany by British firms. Price, he said, was not decisive with German buyers, but quality, reliability and delivery were. To make sure of the market a firm needed a thoroughly professional approach. And there must be good management in the follow up: at the simplest level, goods must be the right specification and be so packed that they are not damaged *en route*.

'German standards are high,' Mr. Raybould told me, 'and making do with second best is not part of the German character'.

British firms that are successful look into the needs of the

Britain's share of the Federal German market

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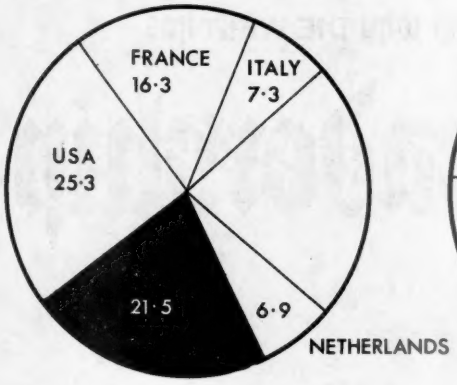

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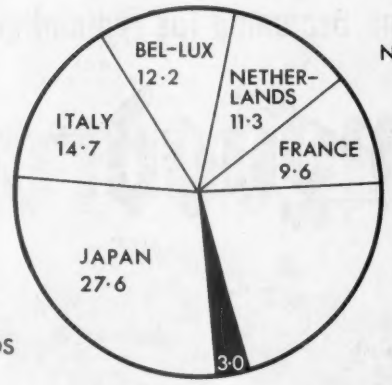

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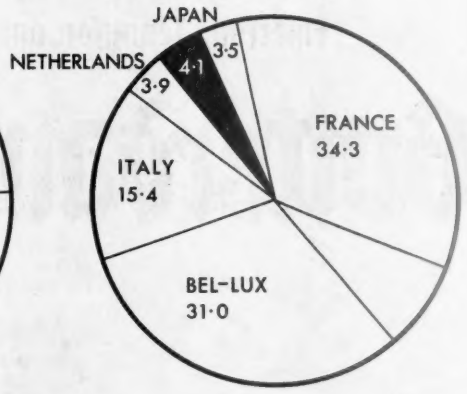

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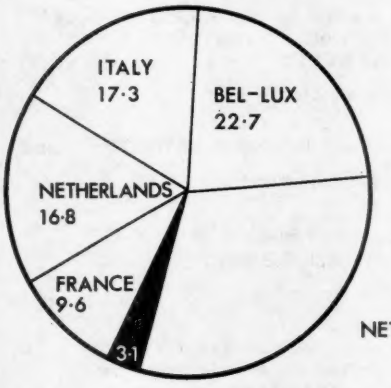

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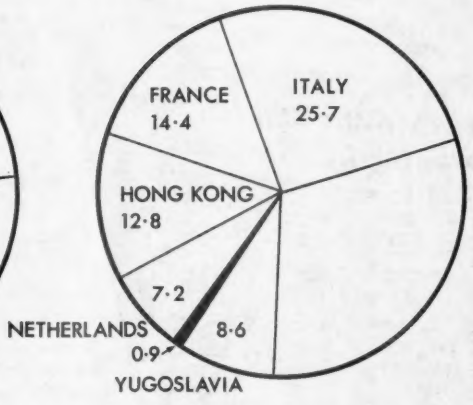

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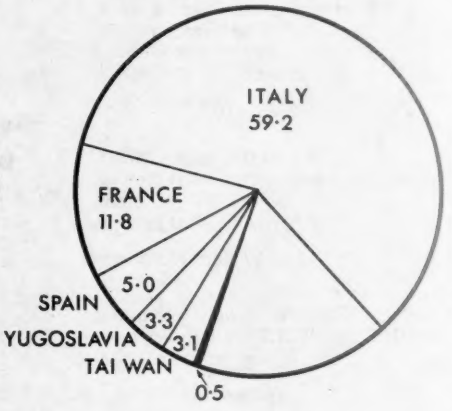

market which they want to supply, and study regional differences; they do not assume that what sells in Britain is going to sell equally well in Germany. They provide sales literature designed for the German market and make sure that they send letters and particulars of what they have to offer in German when they are writing to a prospective customer.

Many British products, particularly in the more specialised technical fields, enjoy a justifiably high reputation; salesmanship, business methods and attitudes have to come up to the same high standards.

British trade to Germany has traditionally tended to be with the north of the country and the number of businessmen visiting Diplomatic Service posts there reflects this emphasis on the North. However, during the past few years there has been a very strong growth in German manufacturing industry in the south of the country. The British Overseas Trade Board in 1972-73 was engaged in a concentrated effort – the South German Trade Drive – to get British companies interested in exports to the new growth areas in Baden-Wurttemberg and Bavaria with a lot of emphasis on high technology goods like scientific equipment. The longer-term benefits of this drive have not yet had time to work through.

Earlier this year there was a very successful Machine Tool Exhibition in Stuttgart and firm orders for £½ million worth of tools were placed with British firms at the exhibition. But, as Mr. Raybould pointed out, it is one thing to get an initial order, and another thing entirely to turn that order into a regular and continuing business. All will depend on how the British firms follow up the opportunities which are there for the asking.

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At the British Embassy in Bonn, Patrick Yarnold, the First Secretary in charge of the Commercial Department, told me that when export sales managers of British firms come to Germany and go home full of enthusiasm and with useful orders, it is important that firms should give full weight to following these up, even in times of supply difficulties. 'Exports cannot be turned on and off like a tap,' said Mr. Yarnold. 'You need a sustained effort and a proper after sales service,' he added, 'to be really successful.'

Last year the Diplomatic Service commercial staff throughout the world reported to London more than 58,000 items of export intelligence for relaying to British firms. The German network supplied 3,115 of those items, but in addition they also undertook more than a thousand agency inquiries, or requests for advice on the appointment of a local representative for a British firm.

A good example of how posts help with agency inquiries concerns a British firm wanting to sell packaging paper in Germany through an agent. The inquiry went from the export section of the Manchester Regional Office of the Department of Industry to the Embassy in Bonn. Bonn asked the posts in Germany if they could help and Hamburg, Hanover and Bonn all came up with suitable German firms. Within two weeks the managing director of the British firm had visited Germany and the agent had been appointed.

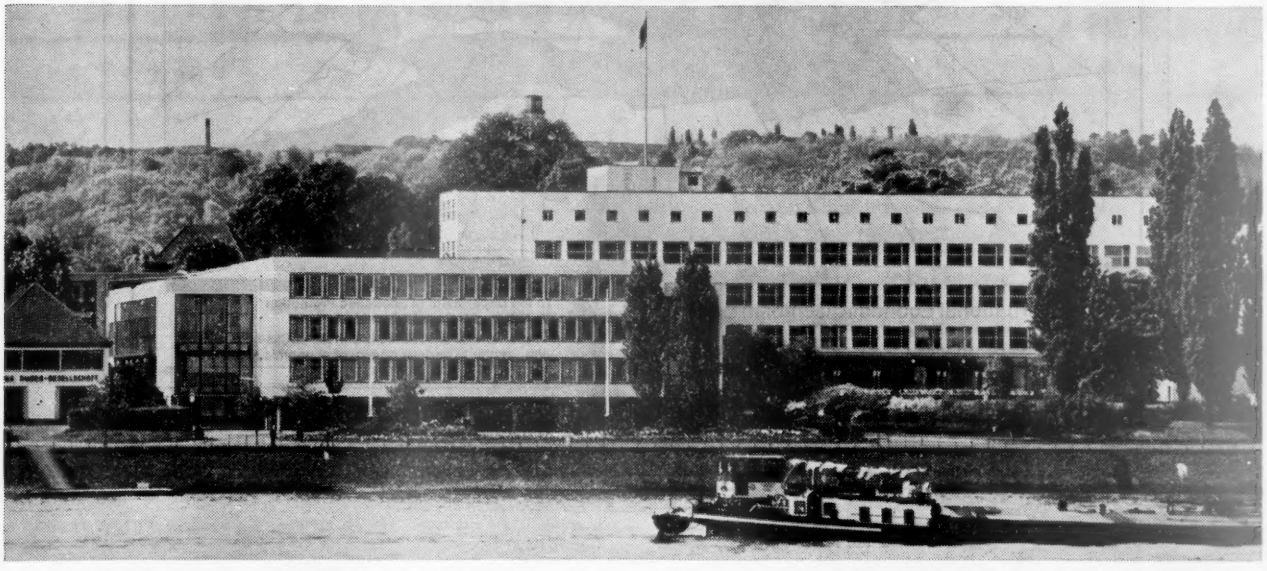
In 1973, the posts in Germany interviewed 1,490 British businessmen and 1,366 local visitors, while another 1,090 people came to consult the comprehensive libraries of reference and record books which the posts hold. They also took care of four officially-sponsored outward British missions on which 42 firms were represented. The work of the posts does not end there, however, for during last year they were involved in 97 officially-supported participations in trade fairs in which 2,454 firms took part. In addition, there were eight store promotions of 'British Weeks' in which they helped.

Hints to businessmen

Department of Trade's *Hints to Businessmen* booklets cover over 100 countries individually, and provide invaluable information on such subjects as industries, economic factors, the nature and extent of imports and exports, population, travel, hotels, climate, currency and public holidays. Copies are available free to British businessmen visiting any country on export business. Apply to: Export Services Division, Department of Trade, Export House, 50 Ludgate Hill, London EC4M 7HU (tel. 01-248 5757 ext. 7146).

One of the criticisms which is sometimes levelled at the staff of the posts is that they are not businessmen. To quote one critic, they are civil servants 'who, with no actual commercial experience or connection, can only identify a situation when it is already in black or white'. I put this to Mr. Yarnold and he told me that all of the five locally-engaged commercial officers in Bonn had backgrounds in trade and industry, not the civil service. The position in other posts in Germany and elsewhere was similar, he said. Between them they had an impressive web of contacts giving them an unrivalled knowledge of the German industrial and commercial scene. 'But', said Mr. Yarnold, 'remember, we are not salesmen; we are brokers. We put firms who are looking for suppliers in touch with businessmen who can supply and exporters seeking customers in touch with buyers.' The Diplomatic Service staff foster British exports in the widest possible sense and this requires something more than a background in commerce or industry.

Everyone I met in the posts in Germany was anxious to underline the fact that the quality of the information provided depended very much on the quality of the brief received. This is why, they stressed, the first point of contact for the British businessman with exports on his mind should be either the Department of Trades's Export Services and Promotions Division in London or the export staff of the nearest Regional Office. In this way the service provided can be matched to the ability of the firm to make profitable use of it. The commercial staff I saw were experts in their field and anxious to do all they could to help British exports. It always pleases them when they find themselves helping a potential exporter who is



Seen from the Rhine, the Federal Republic's House of Parliament in Bonn. It is from the British Embassy in Bonn that the British Government's commercial services throughout the Federal Republic are controlled.

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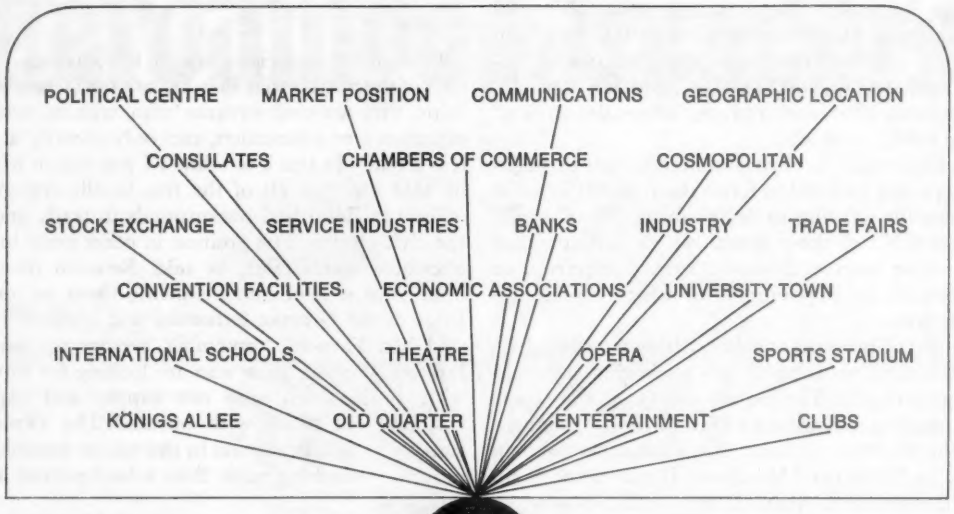

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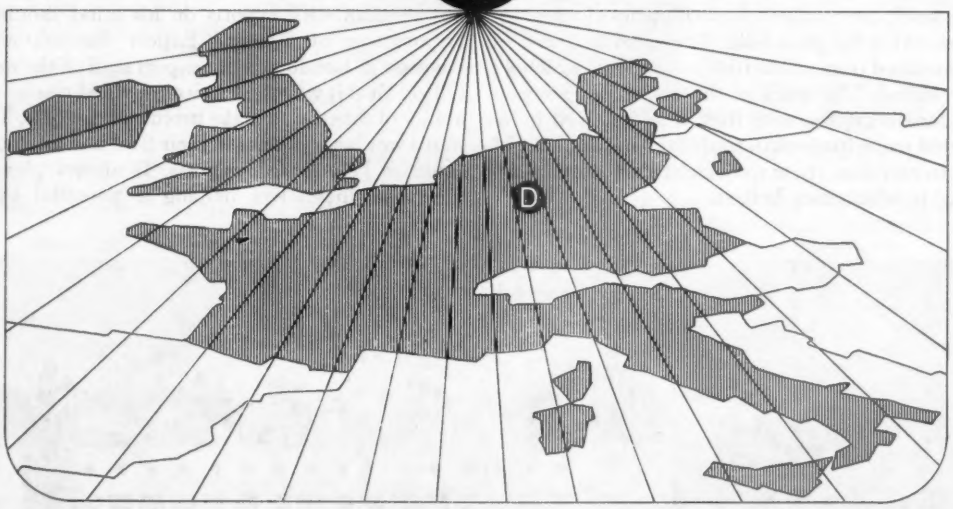

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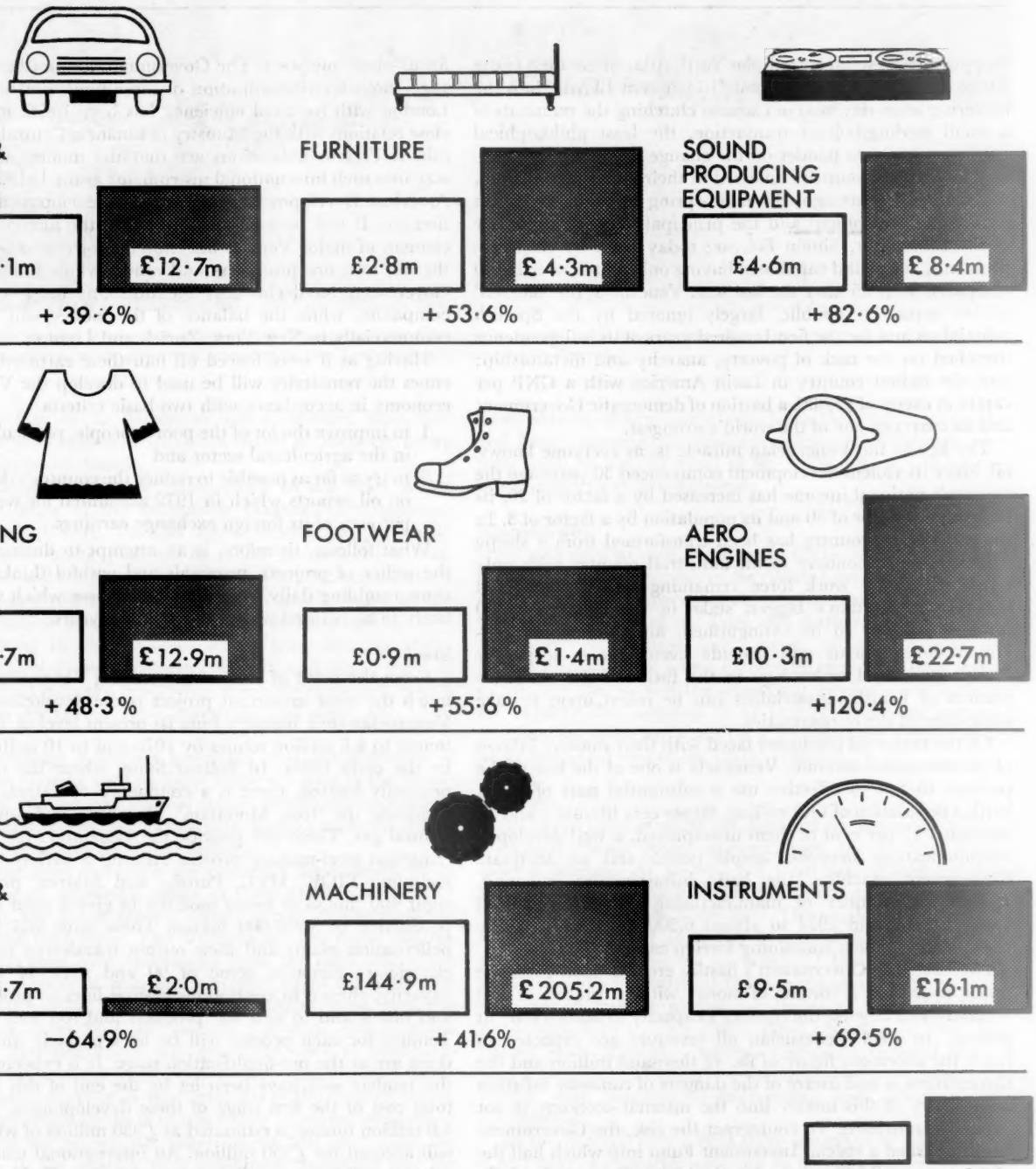
prepared to do his own serious homework, too, and thereby makes best use of the services they have to offer.

There is no doubt that Britain's share of the German market is far smaller than it ought to be. Neither is there much doubt about the Federal Republic's enormous and growing appetite for goods of all kinds. Last year total German imports were worth £22,250 million (£16,130 million in 1972). Already in the first half of this year Germany's imports had climbed to £14,230 million, compared with £10,260 million in the same period last year.

To sum up: If you are serious about exports, put Germany near the top of your list.

Britain's growing exports to Federal Germany



BOTB British Overseas Trade Board

What to do with forty thousand million bolivars

by Derrick Mellor, First Secretary (Commercial), Caracas

Stepping disconsolately from the North Atlantic coolness of the Banco La Guaira Internacional (18 per cent Lloyds) into the blistering noon-day heat of Caracas clutching the remnants of a small sterling/bolivar transaction, the least philosophical might be driven to ponder on the change in the relative positions of the two countries reflected in their currencies. Britain, less than 100 years ago, the main-spring of Latin American economic development and the principal Western supporter of the Libertador, Simón Bolívar; today beset by economic problems, her pound capable of buying only a little over Bs. 10 compared with 25 after the last war. Venezuela, the 'banana' (coffee actually) republic, largely ignored by the Spanish colonialists and for the first hundred years of its independence stretched on the rack of poverty, anarchy and dictatorship; now the richest country in Latin America with a GNP per capita in excess of $1,000, a bastion of democratic Government and its currency one of the world's strongest.

The key to the Venezuelan miracle is, as everyone knows, oil. Since its violent development commenced 30 years ago the country's national income has increased by a factor of 20, its budget by a factor of 30 and its population by a factor of 3. In the process the country has been transformed from a sleepy coffee-growing economy to an industrial country with only one-third of the work force remaining on the land. Oil accounts for Britain's biggest stake in the country (£300 million) – shortly to be extinguished, and oil income generated developments will provide even greater scope for British trade and technology in the future if the collective wisdom of British industrialists can be relied upon to take advantage of the opportunities.

Of the major oil producers faced with their massive inflows of uncovenanted revenue, Venezuela is one of the few in the position to put to effective use a substantial part of them. With a population of 11.5 million, 80 per cent literate – and an estimated 12 per cent of them unemployed, a well developed communications network, ample power and an adequate Government machine, the basic infrastructure is sound. Indeed the number of manufacturing companies tripled between 1961 and 1971 to almost 6,500 enterprises, nearly one-quarter of them containing foreign capital.

However, the Government's hastily erected flood-gates are trying to control a volume of money without precedent and certainly well beyond the country's capacity to absorb fully at present. In 1974 Venezuelan oil revenues are expected to reach the enormous figure of Bs. 42 thousand million and the Government is well aware of the dangers of runaway inflation if the entry of this money into the internal economy is not carefully controlled. To counteract the risk, the Government has established a special Investment Fund into which half the oil revenues will be syphoned and which will be used strictly for off-shore purposes. The Government has not been short of suggestions for the utilisation of these funds and the City of London with its usual efficiency has been quick to establish close relations with the Ministry of Finance, Central Bank and others. Present indications are that the money will find its way into such international instruments as the IMF, the Inter-American Development Bank, Andean Development Corporation etc. It will be used also to finance the foreign exchange element of major Venezuelan capital projects, to compensate the oil, iron ore producers and others whose enterprises the Government has declared its intention of turning into 'national' companies, while the balance of the money will be placed commercially in New York, Zurich and London.

Having as it were fenced off half these extraordinary revenues the remainder will be used to develop the Venezuelan economy in accordance with two basic criteria:

1 to improve the lot of the poorer people, particularly those in the agricultural sector and
2 to try as far as possible to reduce the country's dependence on oil exports which in 1972 accounted for well over 90 per cent of its foreign exchange earnings.

What follows, therefore, is an attempt to distinguish from the welter of projects, proposals and wishful thinking which come tumbling daily from the media, those which seem most likely to be realised within the next five years.

Steel

From the point of view of diversifying Venezuelan exports, much the most important project is the development of the Venezuelan steel industry from its present level of 1.2 million tonnes to 4.8 million tonnes by 1978 and to 10 million tonnes by the early 1980s. In Bolívar State, where the industry is primarily located, there is a confluence of natural resources including the 'Iron Mountain', abundant hydro-power and natural gas. These will provide the foundation for the direct reduction steel-making process utilising a variety of systems including FIOR, HYL, Purofer and Midrex, probably in eight 400 thousand tonne modules to give a total additional production of 3,200,000 tonnes. These units will be fed by pelletisation plants and their output transferred to banks of electric-arc furnaces, some of 90 and some of 180 tonne capacity, thence to continuous casting lines to produce slabs and billets and to new flat products and rod and bar mills. Tenders for each process will be let separately and most of them are at the pre-qualification stage. It is expected that all the tenders will have been let by the end of this year. The total cost of the first stage of these developments, i.e. up to 4.8 million tonnes, is estimated at £950 million of which plant will account for £550 million. An international team of consultants will supervise the project and seem likely to include

The Guri dam, located in a section of the Caroni River (south west Venezuela) called Canon de Necuima, was visited by the Secretary of State for Trade recently. It is being built and operated by the 'Corporacion Venezolana de Guayana'.

the British firm W. S. Atkins, as well as McKee, Ramseyer and Miller and Kaiser of the USA, Korff of West Germany and Austroplan of Austria.

These developments are taking place in the State sector under the aegis of the mammoth Guayana Development Corporation (CVG). Parallel developments on a similar scale are also being planned by CVG in association with Venezuelan and foreign private capital. They include a further integrated steel plant of 5 million tonnes capacity based on the direct reduction process, a Ferrosilicon plant, a special steel plant (costing Bs. 350 million) and a wire drawing plant. Nobel-Bozel of France, Finsider of Italy and Kobe Steel of Japan are all actively promoting these developments which involve an estimated total investment of some Bs. 1,000 million.

There remains a distinct possibility that the discovery of good quality coking coal in Zulia State will lead to the development of another five million tonne integrated steel works in that region, based on modern blast furnace techniques and costing an estimated Bs. 2,600 million.

Given the need to reduce the country's dependence on its diminishing oil resources, many of these developments were inevitable; the extra money simply serves dramatically to truncate the time scale. The Venezuelans are quite capable of drawing their own conclusions from the facts that while 20 million tonnes of iron ore currently earns them Bs. 600 million, 10 million tonnes of semi-finished steel products would earn them Bs. 6,000 million. For these reasons alone US Steel and Bethlehem will gradually have to relinquish their iron ore options as the Venezuelans aim to make themselves a major supplier of steel products to the western world. Further, although the bulk of this vastly increased production is intended for export, the Government will encourage the expansion of the existing steel consuming industries and the establishment of new ones of which tractors and diesel engines and heavy construction machinery have most recently been mentioned. A Special Fund of Bs. 2,000 million will be used to stimulate these developments.

Aluminium

As with steel so with aluminium. CVG, which is already in partnership with Reynolds in the Alcasa Company, will finance a doubling of the capacity of the existing plant by the addition of two 70,000 tonnes pot lines and further casting facilities. At present it produces bars, ingots, sections, rounds, and sheets, primarily for home market fabricators in the private sector, but the bulk of the additional production is intended for export. The industry is at present based on imported alumina but there are plans for a 1 million ton alumina plant at an estimated cost of Bs. 1,075 million.

Power

All these developments are founded on the availability of abundant cheap power derived from the Caroni Hydro-electric scheme. At present the Guri and subsidiary dams support a production of 1,000 MW. and plant currently on order will raise this to 2,500 MW. The height of the Guri dam will then be raised (creating a lake of 3,200 sq. km.) to provide the power source for another 6,000 MW. A 440 kV. national grid will distribute this power around Venezuela and will indeed provide almost two-thirds of total Venezuelan consumption by the late 1980s. Plant orders so far have been placed with Hitachi, Toshiba, Canadian General Electric and Canadian Westinghouse (turbines and generators), ASEA and Siemens (transformers) and Merlin-Gerwin (switchgear).

In the thermal power field there are plans to add a further 1,550 MW. to installed capacity in two new stations by 1980,

mostly in 300 and 400 MW. units, while gas turbine stand-by units will account for a further 250 MW. of capacity.

Coal

400 million tonnes of good quality coal have already been located in Zulia State and further exploration is expected to substantially increase this figure. Discussions are currently taking place with British groups among others about the exploitation of these deposits which will entail an investment of some Bs. 100 million over the next five years.

Other minerals

So far as other minerals are concerned geophysical surveys have revealed a wealth of deposits in various parts of the country. Those most likely to be developed in the next few years are copper, nickel, gold and alluvial diamonds and in the Andes zinc, where a plant to refine some 33,000 tons per annum is being considered, and lead.

Chemicals and petro-chemicals

Venezuela already has of course a well established petro-chemical industry and it is the Government's policy to expand and diversify this as quickly as possible with the overall objective of reducing exports of crude and expanding sales of products. There are over 20 projects in the petro-chemical pipeline at present, all at various stages of development, the estimated total value of them being in the region of Bs. 1750 million. They cover almost the whole spectrum of petro-chemical raw materials for producing fertilisers, plastics, textiles, detergents, anticoagulants, etc., the companies involved including such well known names as B. F. Goodrich, Montana, Hoechst and Phillips Petroleum. To conform with the new Andean Pact rules all these developments will take place in the form of 'mixed' companies involving a partnership of foreign know-how, and to a lesser extent capital, Venezuelan private capital and the Venezuelan Petro-Chemical Institute (IVP), the State body responsible for developing the petro-chemical industry. IVP has in fact just invited foreign companies to join with it in the manufacture of a wide range of petro-chemicals including styrene, methanol, propylene, oxide, toluene and isopropanol.

In the oil sector itself plans have just been announced for a new refinery to be built in Zulia State. In its first stage it will have a capacity of 100,000 barrels per day, to be increased to double this amount at the second stage. It will be designed especially to process the heavy crudes (less than 25 API) and to recover the high metal and sulphur content. The investment for the first stage is of the order of Bs. 1,700 million.

Agriculture and fisheries

It is a basic tenet of the new Government that agriculture is the country's central weakness and a very large proportion of the oil revenues will go into remedying this situation. It has been estimated that over Bs. 4,000 million will go into flood control and irrigation works alone in the States of Portuguesa, Barinas and the area south of Lake Maracaibo. It is intended that these areas should become the principal zones for beef cattle, sugar, rice, maize, bananas, potatoes and garden produce. At the same time Corpoandes, the State Development body for the Andes Region, has plans to develop forest products and sheep growing industries – an initial 2,000 sheep are also to be introduced in Lara State. A Special Fund of Bs. 2,000 million plus generous tax exemptions are the incentives being used to generate these developments. High on the list of priorities will be those agro-industrial products which give added value to primary produce, many of these will involve tropical products such as palm oil, cashew nuts, coconuts, mangoes and pineapples. British companies are already established in beef production and supply a substantial part of the plant to the sugar sectors where plans are to raise production to 1.1 million tonnes by 1980, but immense opportunities exist for both investors who can bring in technology and agricultural machinery suppliers.

The need for a root and branch re-organisation of the Venezuelan fishing industry has also been recognised and the National Fisheries Office is currently laying down the guidelines. The present rudimentary in-shore fleet will largely disappear, since in-shore fishing will be discouraged on conservationist grounds and will be replaced by a fleet of several hundred boats capable of fishing up to 200 miles off-shore. Fisheries investigation vessels will be required and a Fisheries Research body established while, on-shore, new fish processing and freezing plants will be built. The expenditure of Bs. 100 million per annum is being budgeted for over the next five years.

Communications

In the general field of communications in its widest sense extending from transportation to telecommunications, enormous developments are foreshadowed. The President intends to see that Venezuela's current lack of a shipbuilding industry is remedied by the expansion of the existing small yard at Puerto Cabello and by the construction of two completely new yards. The yards will be designed primarily to cope with the demand for a substantially expanded Venezuelan merchant fleet, owned principally by the National Shipping Line which has been charged with the task of carrying at least 50 per cent of Venezuelan trade. The yards will build ore carriers of 50-60,000 d.w.t., tankers of 80-100,000 d.w.t. and dry cargo ships in the 12-18,000 d.w.t. range. One yard will specialise in meeting the demand for a new fisheries fleet referred to above. These developments will not be realised without close co-operation with foreign groups in the fields of shipyard construction, shipbuilding and training.

The Venezuelan ports of La Guairia and Puerto Cabello have become innotorious international shipping circles for their delays and here again the Government through its newly constituted National Ports Authority is determined to expand and modernise the cargo handling facilities at both these ports. Substantial new port facilities will also be required at Matanzas on the Orinoco to handle the growing volume of steel shipments to Japan and Europe.

In the air, the country's international carrier VIASA is one of the short list of operators showing a positive interest in Concord while one of the two internal carriers has just placed orders for HS 748s. At the same time Maiquetía, the country's main international airport, has recently called for tenders for radars, baggage handling systems, internal communications equipment, telescopic aircraft access units and a computerised booking system all designed to bring the airport up to the highest international standards.

On land there is renewed interest in railways in view of the need to transport ever increasing quantities of freight from the growing industrial region of Guayana to the main consuming areas around Caracas and to the ports of Puerto La Cruz and Puerto Cabello. The first 1,300 kms. of an eventual 4,000 km. network costing an estimated Bs. 6,000 million is likely to be built between Caracas and San Cristobal, via Barquisimeto where there will be a junction to Puerto Cabello. Decisions on the first part of the network, which is expected to take three years to complete, are expected soon.

Engineering studies for the first section of the 48 km. Caracas Metro system have been completed for some time and contracts for studies for the second section have recently been let. Work on the construction of the first stage at an estimated cost of Bs. 550 million awaits approval of Congress. The Government's decision to pursue a policy of dispersal of industry from the Caracas area and the establishment of new towns is likely to give rise to a demand for further rapid transit systems.

Heavy expenditure is also planned to improve the country's posts and telecommunications systems. Tenders for two new fully automated postal centres to be established in Caracas and Maracaibo at a cost of Bs. 67 million are expected to be called in the next few months. Specifications for a new automated telegraph centre in Caracas are currently being drawn up, while spending by the State Telephone Co. (CANTV) is expected to average Bs. 150 million per annum over the next five years in such areas as new micro-wave links, colour TV, cable TV, subscriber metering and piped music.

The conditions

It is apparent from this extensive shopping list that there is something of interest to practically all sectors of British industry with the notable exception of consumer goods where high tariffs are likely to be a major obstacle to imports for some years to come. For the rest, it is safe to say that the vast majority of the machinery and equipment for this massive development programme will have to be imported and it therefore behoves British companies to make sure that they are well represented in the market. That is the first step. For the second they should be prepared to allow the highest proportion of the local manufacture of their plant consistent with maintaining its quality and to be prepared to train Venezuelan operatives and maintenance men so that there is a genuine transfer of technology to Venezuela.

For many companies the logic of this will argue participation in a local operation and to do so they will have to conform with the Andean Pact regulations as enshrined in Decision 24. In most cases this will mean a holding in the company of no more than 49 per cent, with the majority being in the hands of their Venezuelan partners, both public and private. It will mean an annual limitation on the remission of profits to 14 per cent of the value of their investment plus a 5 per cent reinvestment allowance. This is restrictive but hardly onerous and it must be remembered that the investment itself can be re-patriated at any time at current market values since there are no exchange control regulations, and, as I started this article by saying, there are fewer stronger currencies in the world than the Venezuelan bolívar. The vigour and the dedication which the new Venezuelan Government is bringing to both the economic and political sectors is not the least of the lessons we can re-learn from the land of Simón Bolívar.

BOTB News

150 British firms in autumn sales drive in Australia

With the support of the British Overseas Trade Board, some 150 British firms will be mounting an export drive in Australia this autumn. Highlights of the promotion programme will be the joint venture displays at the Sydney International Engineering Exhibition and the CETIA Conference and Exhibition, Melbourne, and trade missions sponsored by the Merchant Converters' Association, the Design Council, as well as a number of Chambers of Commerce.

Sponsored by the Engineering Industries Association, the Birmingham Chamber of Commerce and Industry and the Association of Hydraulic Equipment Manufacturers, 35 British firms have been participating in Australia's International Engineering Exhibition at the Royal Agricultural Showground, Sydney, from 23-28 September. The British participation at this important annual event, which alternates between Melbourne and Sydney, is higher than in previous years; 22 British firms took part in the 1973 show and 16 companies participated in 1972. The British display included machine tools, forklift trucks, handtools, heating and air-conditioning equipment, power transmission equipment, hydraulic motors, valves and pneumatic controls.

Exhibitors at the International Control, Electronics, Telecommunications, Instruments and Automation Exhibition (CETIA), to be held in Melbourne from 7-11 October will include eight British companies sponsored by the British Electrical and Allied Manufacturers Association (BEAMA) on behalf of the United Kingdom Measurement Control and Automation Conference. British exhibits will include electrical and electronic components and mini computers. Five British companies – Digico Ltd., Kippon Electricals Ltd., Marconi Instruments Ltd., Brentford Electric Ltd. and GEC Industrial Controls Ltd., will present papers at the seminar associated with the exhibition.

Between September and November, over 100 businessmen will visit Australia under the BOTB's Outward Mission Scheme. A mission sponsored by the Merchant Converters' Association, comprising six leading fabric manufacturers, arrived back in Britain at the end of September having explored export opportunities in Australia and New Zealand. The Design Council is sponsoring a mission to Australia, Singapore and New Zealand from 26 October-22 November, which will represent leading British companies including manufacturers of furniture, china, glass and toys.

Other missions include a group from the Walsall Chamber of Commerce which arrived back in Britain on 26 September, having spent several weeks on a selling mission to Australia; representatives of a number of engineering firms, sponsored by the Engineering Industries Association, visiting Singapore, Australia and Thailand from 7 September-4 October and timing their arrival in Australia to coincide with the Sydney International Engineering Exhibition; the Kent and Sussex Exporters club sponsoring a mission to visit Australia and New Zealand from 1 October-3

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SWITZERLAND	£3·65	£4·90	£4·60	£6·00

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AN ocean COMPANY

November, members of the London Chamber of Commerce and Industry visiting Australia from 2-26 October and the Dundee Chamber of Commerce sponsoring a mission to Australia and New Zealand from 26 October-29 November. Members of the East London and South West Essex Export Club are due to visit New Zealand and Australia from 11 November-5 December.

It is expected that this increasing trend in outward missions to Australia will continue next year. The BOTB has already given approval in principle to 17 missions during 1975.

SITPRO recommends procedure for improving flow of British exports

Details were announced on 27 September of proposals aimed at simplifying one area of the documentary maze which presently confronts British exporters and speeding the movement of exports through docks and other cargo reception points.

At its meeting on 19 September the United Kingdom Simplification of International Trade Procedures (SITPRO) Board recommended the introduction of a national standard system for documenting all export consignments delivered to inland and dock container groupage reception points as well as all conventional deliveries to dock receiving points as from 1 April 1975 (the text of the SITPRO Board's Recommendation is published below.

The system will mean that the existing multiplicity of shipping notes now required by port authorities, shipping companies etc will be replaced by a standard form which can be used irrespective of the point of export. The scheme has been evolved by SITPRO in full consultation with all interested parties including shippers, carriers, freight forwarders and ports.

SITPRO believes that this standardisation measure will benefit all parties concerned with international trade and result in more rapid receiving of export cargo and improved cargo flow through dock gates and to the ships sides; fewer cargo disputes and losses; and prompter release of bills of landing. This should lighten the burden presently imposed upon exporters and increase the competitiveness of British exports.

The day-to-day management of the introduction and operation of the scheme will be undertaken by the National Shipping Note Authority (an organisation established by the Association of British Chambers of Commerce) under the supervision of the SITPRO Board.

Copies of the new National Standard Shipping Note will be available for purchase from Chambers of Commerce, usual commercial stationers and other sources early in 1975.

The National Standard Shipping Note Scheme

The original SITPRO Committee of Inquiry concluded in its report, published in 1970, that ports dealing with heavy concentrations of cargo could only ensure satisfactory operation when export consignments were accompanied by adequate information at the point the goods entered the port system. The document on which this information is carried is generally called a 'shipping-note'. Frequently the information provided can be incomplete and inaccurate because of the variety of pieces of paper on which the data is supplied.

In 1971 SITPRO commissioned a firm of consultants to inquire into all aspects of shipping notes. The consultants found that, where ports insisted upon the presentation of required information according to a standard pattern (notably in London, Southampton and Tees) the simplification and standardisation of procedures resulted in:

- fewer cargo losses and disputes
- more rapid receiving of cargo
- improved cargo flow through dock gates and to ships sides
- reduced costs in terms of vehicle demurrage
- prompter release of bills of lading

The consultants concluded that these benefits could be obtained nationally and that the National Standard Shipping Note procedure would be generally welcomed by all parties concerned with international trade.

As a first step SITPRO published a recommended format for the National Shipping Note in February 1972. In conjunction with all interested parties SITPRO then prepared a scheme for a standard procedure relating to the preparation and presentation of the shipping note. The scheme which is summarised in the following paragraphs does not attempt to standardise procedures adopted by receiving authorities after receipt of the note.

The National Standard Shipping Note will be a common document upon which the shipper adds the name of the actual receiving authority (whether it be a Port Authority, shipping line or an association of lines) to be used. It will be a short form document which by use of a standard incorporation clause incorporates the regulations and conditions of the actual receiving authority used. It will comprise a standard multi-part set, according to the SITPRO format, and produced on a special type of self copy paper.

The document can be used for all export consignments delivered to inland and dock container groupage reception points as well as all conventional deliveries to dock receiving points. It does not, however, prevent the use of alternative methods of data communication, eg telex where these are mutually agreed between the shipper and receiving authority.

The control of the printing, publication and distribution of the document will be vested in the National Shipping Note Authority, established by the Association of British Chambers of Commerce and responsible to SITPRO. The Authority will be permitted to licence printing of the document by individual shippers who wish to do so.

The document would be purchased by shippers and others requiring to use it from one of a number of retail points such as a commercial stationer or Chamber of Commerce. The document is likely to be on sale early in 1975.

National Standard Shipping Note Scheme.
SITPRO Board Recommendation

'In accordance with Recommendation 16 of the original SITPRO Report 1970, proposals for a National Standard Shipping Note Scheme have been developed by representatives of all parties concerned with the movement of export cargo. The scheme provides, inter alia, a national standard shipping note format and standard procedures for presentation of the shipping note to the export cargo receiving point.

The SITPRO Board approved the proposed scheme at its twenty-second meeting on 19 September 1974 and recommended that:

(i) the National Standard Shipping Note Scheme should be adopted by Receiving Authorities on and from 1 April 1975.

(ii) transport and other interests continue studies to see whether the standard shipping note can eventually perform the functions of other documents'.

A library for exporters

Foreign trade statistics and other economic statistics from almost every country in the world are available for reference in the Statistics and Market Intelligence Library at Export House, 50 Ludgate Hill, London EC4M 7HU. A modern well-equipped library of over 85,000 volumes, it has a reading room for visitors, and provides a document-copying service. There are trade directories covering 150 countries, and an expanding collection of trade catalogues of overseas manufacturers. The library opens from 9 to 5.30, Mondays to Fridays (Tel. 01-248 5757, ext. 368 or Telex No. 886143).

Exhibitions and Fairs

A British stand in a busy corner of last month's International Fashion Fair in Dusseldorf. Two groups of United Kingdom companies, sponsored by the Clothing Export Council and the Knitting Export Council, participated in the event with the support of British Overseas Trade Board.

Official British exhibit wins an award at Plovdiv

From W. B. Powell, First Secretary Commercial, British Embassy, Sofia: The Plovdiv International Trade Fair, by far the most important industrial and commercial event in the Bulgarian calendar, took place 3-11 September. This 30th Fair coincided with the 30th anniversary of the establishment of a People's Republic in Bulgaria and was, therefore, the occasion for special celebrations.

An official British exhibit was again mounted by Fairs and Promotions Branch of the Department of Trade which received an award from the Fair authorities for its regular participation in recent years. The award was accepted by John W. Buckley, a member of the British Overseas Trade Board, during his visit to the Fair.

Edward Bishop, JP, MP, Parliamentary Secretary at the Ministry of Agriculture, Fisheries and Food, who was visiting Bulgaria as the guest of Yordan Cherkezov, Deputy Minister of Agriculture and Food Industry, toured the Fair and represented the Government at the British National Day Reception. The senior Bulgarian Government representative at the reception was Nikola Kalchev, the Chairman (with the rank of Minister) of the newly established Committee for Foreign Economic Relations.

Agricultural machinery was prominent throughout the Fair this year, at the Bulgarian and Russian pavilions and at those of other East European countries. The United States pavilion, entirely devoted to agricultural equipment and techniques, proved highly successful. ICI's stands in the official British exhibit featured the system of ploughless farming using Gramoxone.

One of the outstanding exhibits at the Fair was the enormous Carricon container straddle carrier, produced by Balkancar, the Bulgarian forklift truck manufacturers, under licence from Rubery Owen. This project is a significant milestone in industrial co-operation between British and Bulgarian industry.

In the British official pavilion, the public's attention was drawn particularly to the Neve 16-channel audio control console and the Aston Electronics television character generator on the Denis Tyler stand. Crowds also collected at Rotaprint's colour-printing demonstration.

The 18 firms in the official British exhibit were generally very pleased with the exhibit and with the results of the Fair and some took substantial orders. Rank Xerox negotiated contracts for £100,000 worth of copiers, Denis Tyler Ltd. sold over £66,000 worth of studio equipment to Bulgarian Radio, Lea Grant & Co. Ltd. took orders for Michigan tractor shovels with spares to the value of more than £45,000 and J. K. Smit & Sons Ltd. received an order for £55,000 worth of diamond tools. All these companies expected further large orders to follow.

Rotaprint sold all the machines on its stand, plus others to be delivered from the UK, and several other exhibitors obtained or expected valuable business as a result of the Fair. Pye Unicam Ltd. was awarded a Gold Medal for one of its atomic absorption spectrophotometers and a certificate for regular participation in the Fair.

Other firms in the official British exhibit were Yorkshire Imperial Metals Ltd., Paper Converting Machine Co. Ltd., Crane Packing Ltd., Crosfield Electronics Ltd., James A. Jobling & Co. Ltd., Black & Decker Ltd., Baker Street Trading Overseas Ltd., Arrow Construction Ltd., Monotype Ltd., Fendrake Ltd. (exhibiting the food products of leading British manufacturers) and The British United Shoe Machinery Co. Ltd.

Shell, British Petroleum and Desoutter Bros. Ltd. were represented independently at the Fair. Altogether 2,020 firms from 41 countries participated and the Fair was attended by nearly a million people.

Fifty BOTB-backed companies on Swiss springboard to Europe

From the Directorate of British Trade Promotion in Switzerland, Zürich: The second week in September saw an unprecedented concentration of BOTB—sponsored stands in Switzerland. International exhibitions and congresses held concurrently in Montreux, Basle and Geneva featured over 50 companies mainly associated with the broad field of electronics, demonstrating Switzerland's importance as a meeting-point and a springboard for European markets.

The largest British contingent – 25 companies – exhibited sophisticated electronic products at the 4th European Microwave Congress and Exhibition in idyllic surroundings at Montreux on Lake Geneva. The Congress was attended by 800 delegates, who included eminent experts and scientists from all over Europe, particularly COMECON countries, as well as the USA and Japan.

There were 115 exhibitors, of which by far the largest contingent was the British group stand, sponsored by the Electronic Engineering Association. Britain's undisputed European lead in microwave technology was adequately demonstrated by her domination of the exhibition and the number of papers read. The microwave divisions of such large companies as Plessey, Ferranti, Decca, EMI and GEC-Marconi were complemented by a large number of smaller, specialist companies in the microwave field, and not least, the Ministry of Defence stand. Many contacts were made and inquiries received, which over the next few years are expected to lead to substantial export business.

The 6th International Chemical Automation Exhibition and Congress in Basle was the largest to date, attracting 25,000 visitors to the stands. Ten companies exhibited on the British group stand under the auspices of the SIRA. All expressed extreme satisfaction with the exhibition, one firm expecting £30,000 worth of business to result from two inquirers alone. Another company booked firm orders for £1,500 with substantial follow-up business to follow, while several companies entered into agency negotiations for Switzerland, Italy, West Germany and France.

The event demonstrated once again the magnetic attraction of the large Swiss chemical/pharmaceutical giants concentrated in the Basle area.

Eurosaf, Geneva: This was a small but compact exhibition where a group of 15 British firms exhibited under the sponsorship of the London Chamber of Commerce. Some 1,200 trade visitors attended the four-day event from as far away as Argentina and Japan.

The products exhibited were divided broadly into two categories, safety equipment (protective clothing, footwear, fire fighting equipment) and security equipment which included sophisticated infra-red intruder alarm systems, detectors, anti-theft devices and other associated equipment. Here again, UK companies reported interesting inquiries during the event and agency negotiations for several European countries.

All three events were concentrated 10-14 September and the commercial services in Switzerland managed to provide widely appreciated support for all three.

Major export drive through Australia

With the support of the British Overseas Trade Board, some 150 British firms are mounting an export drive in Australia this autumn. Highlights of the promotion programme are joint venture displays at the Sydney International Engineering Exhibition and the CETIA Conference and Exhibition, Melbourne, as well as trade missions sponsored by the Merchant Converters' Association, the Design Council and a number of Chambers of Commerce.

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British participation at this important annual event, which alternates between Melbourne and Sydney, was higher than in previous years: 22 British firms took part in the 1973 show and 16 companies participated in 1972. The British display, occupying an area of approximately 15,500 sq. ft., included machine tools, forklift trucks, handtools, heating and air conditioning equipment, power transmission equipment, hydraulic motors, valves, pneumatic controls.

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At last month's Paris Leather Week Exhibition, French Trade Minister V. Ansquer (right) is shown around some United Kingdom stands by British Embassy Commercial Counsellor G. F. Finlayson (centre of picture).

15 West African countries construct.

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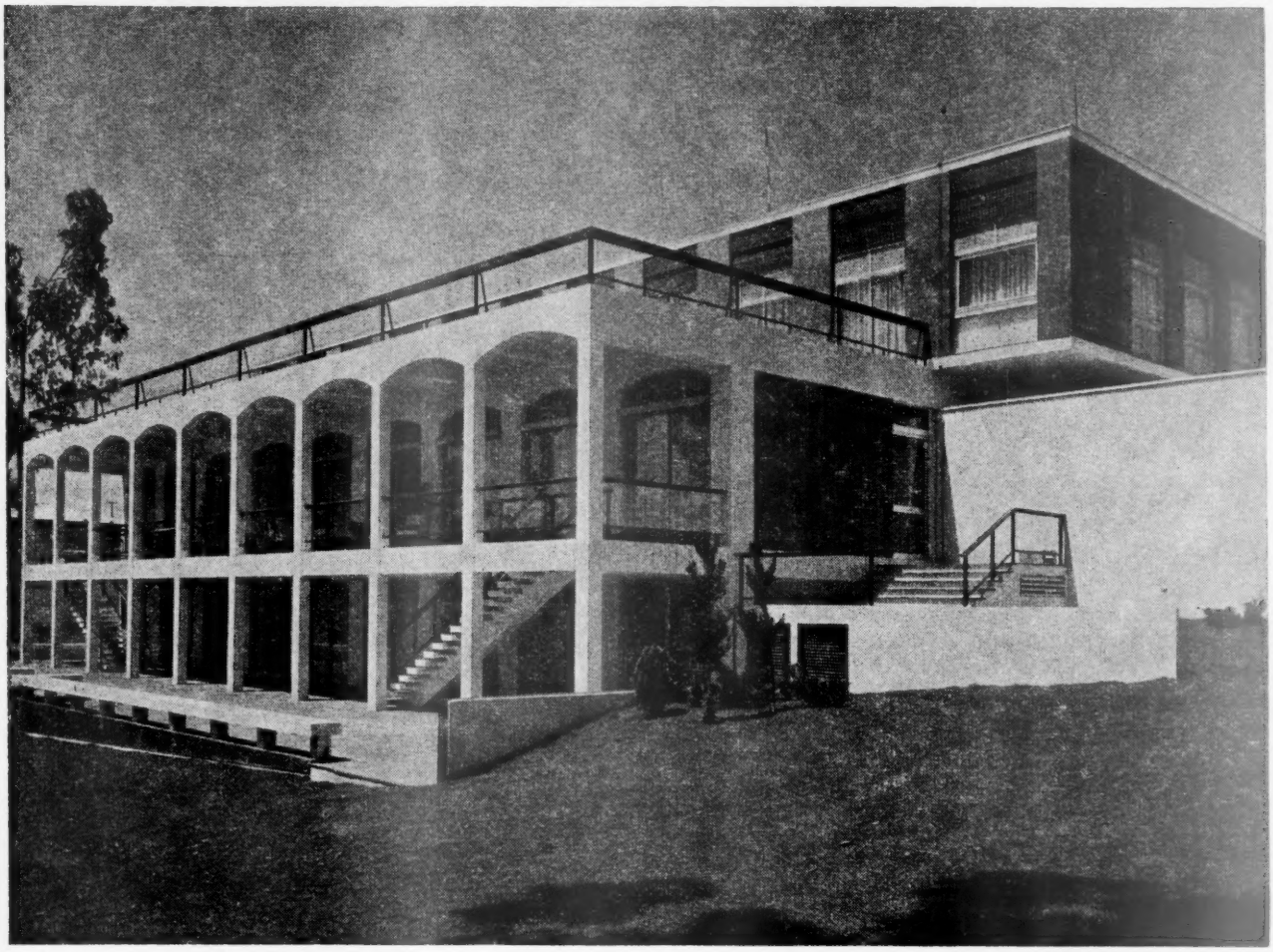
British Overseas Trade Board

British Commercial representation overseas



British Ambassador's Residence, Mexico City

2 Introduction

2 Offices providing services for UK exporters

3-7 British commercial representation overseas

7 British Trade Correspondents

8 Towns and countries in which commercial representation is available

British commercial representation overseas

Business men going abroad

The Commercial Departments of the British Embassies, High Commission Offices and Consulates listed herein can be of considerable help to the British business man travelling abroad on export business. They can assist him with introductions, advice on local conditions and help generally in achieving the purpose of his visit. But they are better able to help if told in advance about the visit, its purpose and the nature of any assistance likely to be required of them. Such advance notification to Commercial Departments is best sent through the Export Services and Promotions Division of the Department of Trade or the Export Section of the Regional Office of the Department of Industry; intending business travellers are advised to contact one or other of these offices (addresses and telephone numbers appear below) at an early stage in arranging visits abroad. These offices will not only notify the visits to the Commercial Departments concerned but can also provide travellers with information about overseas markets before departure.

On arrival overseas the business traveller is advised to telephone the Commercial Department to fix an appointment with the appropriate commercial officer.

'Hints to Business Men' booklets are available for most of the countries listed. British business men who intend visiting any of the countries on export business may obtain copies free of charge from the nearest Regional Office Export Section or from Export Services and Promotions Division (Tel. 01-248 5757, Ext. 7146) (Telex 886143).

Poste Restante and Telex facilities: business men visiting overseas markets may, if they wish, have their mail addressed care of the Commercial Department of the British Embassy/High Commission/Consulate in the country they are visiting. This facility is available during normal business hours only and business men intending to use it are requested to give adequate notice to the overseas Commercial Department beforehand, or alternatively advise the Export Services and Promotions Division of the Department of Trade in London, or their nearest Regional Office Export Section of the Department of Industry. Where public Telex facilities are not freely available, Commercial Departments will, if possible, allow visiting business men who wish urgently to get in touch with their firms to use the post's Telex facilities on a repayment basis.

Services to exporters

The following offices provide services for UK exporters

Headquarters
Export Services and Promotions Division
Export House, 50 Ludgate Hill, London EC4M 7HU
Tel. 01-248 5757. Telex 886143 DTI EXPORT LDN

Regional
Office for Scotland
314 St. Vincent Street, Glasgow G3 8XF
Tel. 041-248 2855. Telex 77583 DTI GLASGOW

Inverness District Office
Caledonia House, 63/67 Academy Street, Inverness, IV1 1LU
Tel. 0463 30867

Office for Wales
Government Buildings, Gabalfa, Cardiff CF4 4YL
Tel. 0222 62131. Telex 49267 DTI CARDIFF

Yorkshire and Humberside Regional Office
Priestley House, Park Row, Leeds LS1 5LF
Tel. 0532 443171. Telex 557925 DTI LDS

Northern Regional Office
Wellbar House, Gallowgate, Newcastle upon Tyne NE1 4TR
Tel. 0632 27575. Telex 53178 DTI NTYNE

Cumberland and Westmorland District Office
Town Hall, Cockermouth, Cumberland CA13 9NP
Tel. Cockermouth 3498/9.
Telex 64173 DTI COCKERMOUTH

North-Western Regional Office
Sunley Building, Piccadilly Plaza, Manchester M1 4BA
Tel. 061-236 2171. Telex 667104 DTI MCHR

West-Midlands Regional Office
Ladywood House, Stephenson Street, Birmingham B2 4DT
Tel. 021-632 4111. Telex 337021 DTI BHAM

East-Midlands Regional Office
Cranbrook House, 47 Cranbrook Street, Nottingham NG1 1ES
Tel. 0602 46121. Telex 37143 DTI NOTTM

South-Western Regional Office
The Pithay, Bristol BS1 2PB
Tel. 0272 291071. Telex 44214 DTI BRISTOL

Northern Ireland Department of Commerce
Chichester House, 64 Chichester Street, Belfast BT1 4JX
Tel. 0232 34488. Telex 747025 GOVCOMM BELFAST

This list is prepared by the Export Services and Promotions Division of the British Overseas Trade Board and is published quarterly in *Trade and Industry*. Inquiries relating to the list should be made to Export Services and Promotions Division at Export House, 50 Ludgate Hill, London EC4M 7HU (Tel: 01-248 5757, Ext. 7113).

British commercial representation overseas

AFGHANISTAN
British Embassy, Karte Parwan, **Kabul.** (Tel. 30511/3.)

ALGERIA
British Embassy, Residence Cassionpée, Batiment B., 7, Chemin de Glycines, **Algiers** (Postal address: B.P.43, Alger Gare). (Tel. 605601/04.) (Telex 52872 a/b PRODROME ALGER.)

ANGOLA
British Consulate-General, Rua Diogo Cao No. 4, Caixa Postal No. 1244, **Luanda.** (Tel. 34583, 22487.) (Telex 3130 a/b BRILDAAN.)

ARGENTINA
British Embassy, Dr. Luis Agote 2412, **Buenos Aires** (Postal address Casilla de Correo 2050, Buenos Aires). (Tel. 80-7071/9.) (Telex 121666 a/b 121666AR PROBA.)

AUSTRALIA
British High Commission, Commonwealth Avenue, **Canberra, A.C.T.** (Tel. 730422.) (Telex AA62222 a/b UKREP AA62222.)

Sydney—British Consulate-General, Gold Fields House, Sydney Cove, Sydney, Australia 2000, N.S.W. (Tel. 27-7521.) (Telex AA20680 a/b UKREP AA20680.)

Melbourne—British Consulate-General, The Colonial Mutual Life Building, 330 Collins Street, Melbourne, Victoria, Australia 3000. (Tel. 602-1877.) (Telex AA30660 a/b UKREP AA30660.)

Brisbane—British Consulate-General, BP House, 193 North Quay, Brisbane, Queensland, Australia 4000. (Tel. 214933.) (Telex AA40556 a/b UKREP AA40556.)

Perth—British Consulate-General, ANZ House, 7th Floor, 84 St. George's Terrace, Perth, Western Australia 6000. (Tel. 21-5128/9). (Telex AA92493 a/b BHCWA AA92493.)

Adelaide—British Consulate-General, 4th Floor, F.C.A. Building, 15 Franklin Street, Adelaide, South Australia 5000. (Tel. 515982.) (Telex AA82543 a/b UKREP AA82543.)

Port Moresby—*see* Papua New Guinea

AUSTRIA
British Embassy, Reisnerstrasse 40, 1030, **Vienna.** (Tel. 731575/9.) (Telex 13410 and 12810 a/b BRITEM A.)

BAHAMAS
British High Commission, Bitco Building, Third Floor, Bank Lane, **Nassau.** (Postal address: PO Box 7516, Nassau.) (Tel. 57471/4 (Area Code 80932).) (Telex NS 112 a/b UKREP, Nassau.)

BAHRAIN
British Embassy, Al Mathaf Square, Manama, **Bahrain** (Postal address: P.O. Box 114, Bahrain.) (Prodrome, Bahrain.) (Tel. 4002.) (Telex GJ8213 a/b 8213 PRODRO GJ.)

BANGLADESH
British High Commission, D.I.T. Building Annexe, Dilkusha (P.O. Box 90), **Dacca-2.** (Tel. 243251-3, 244216-7.)

BARBADOS
British High Commission, 147/9 Roebuck Street (P.O. Box 676c). **Bridgetown.** (Tel. 63525.) (Telex WB219 a/b UKREP, BRI WB 219.)

Important

The information given in this list is intended for the benefit of exporters travelling abroad. All commercial inquiries should be addressed initially to the nearest Regional Office Export Section of the Department of Industry, or to Export Services and Promotions Division, Department of Trade, Export House, 50 Ludgate Hill, London EC4M 7HU (Tel. 01-248 5757) (Telex 886143). A great deal of overseas commercial information is on record and can be supplied immediately.

BELGIUM
British Embassy, Britannia House, Rue Joseph II 28, B-1040 **Brussels.** (Tel. (02) 2191165, 181709, 187600.) (Telex 23462 a/b BRITEM B.)

Antwerp—British Consulate-General, Van Schoonbekeplein 6, 2000 Antwerp. (Tel. (031) 326940, 328829.) (Commercial correspondence should be addressed in the first instance to the Export Services and Promotions Division, Department of Trade, Export House, 50 Ludgate Hill, London EC4M 7HU, or to the British Embassy, Brussels, B-1040.)

BOLIVIA
British Embassy, Avenida Arce 2732-2754 (Casilla 694), **La Paz.** (Tel. 51400 and 29404.) (Telex BX 5228 a/b PRODROME BX 5228.)

BOTSWANA
British High Commission, Private Bag 23, **Gaborone.** (Tel. 2483/5.)

BRAZIL
British Embassy, Avenida das Nacoes, Lote 8 (Caixa Postal 07-0586), **Brasilia D.F.** (Tel. Brasilia 24-6710.) (Telex 041-216 a/b PRODROME BRASILIA.)

Rio de Janeiro—British Consulate-General, Praia do Flamengo 284-2° andar Rio de Janeiro GB (Caixa Postal 669-ZC-00.). (Tel. 225-7252.) (Telex 31802 a/b BRITAIN, RIO DE JANEIRO.)

Sao Paulo—British Consulate-General, Avenida Paulista 1938 – 17° andar. (Caixa Postal 846) Sao Paulo, SP. (Tel. 287-7722.) (Telex 3821846 a/b BRITAIN SAO PAULO.)

BRUNEI
British High Commission, Jalan Residency, **Bandar Seri Begawan,** State of Brunei. (Tel. 2231.) (Telex BRU 211 a/b UKREP, BRU 211.)

BULGARIA
British Embassy, Boulevard Marchal Tolbukhin 65-67, **Sofia.** (Tel. 885361/2.) (Telex 22363 a/b PRODROME SOFIA.)

BURMA
British Embassy, 80 Strand Road (P.O.Box 638), **Rangoon.** (Tel. 15700.)

CAMEROON
British Consulate, Rue Alfred Saker (Posta Address: BP 1016, **Douala,** Cameroon). (Tel. 42 21 77 and 42 22 45.) (Telex 5353 a/b BRITAIN 5353 KN.)

CANADA
British High Commission, 80 Elgin Street, **Ottawa** K1P 5K7, Ontario. (Tel. 237-1530.) (Telex 0534266 a/b UKREP, OTT.)

Montreal—British Consulate General, 635 Dorchester Boulevard West, Montreal 101, P.Q. (Tel. 866-5863.) (Telex 01-26437 a/b UKREP, MTL.)

Toronto—British Consulate General, 8th Floor, 200 University Avenue, Toronto, Ontario M5H 3E3. (Tel. 864-1290.) (Telex 02-29531 a/b UKREP, TOR.)

Vancouver—British Consulate General, 4th Floor, Bank of Nova Scotia Building, 602 West Hastings Street, Vancouver 2, British Columbia. (Tel. 683-4421.) (Telex 04-51287 a/b UKREP, VCR.)

Halifax—British Consulate, 10th Floor, Centennial Building, 1645 Granville Street, Halifax, Nova Scotia. (Tel. 422-7488.) (Telex 019-21634 a/b UKREP, HFX.)

Edmonton—British Consulate, Suite 1404, Three McCauley Plaza, 10025 Jasper Avenue, Edmonton, Alberta T5J 1S6. (Tel. 424-0481.) (Telex 037-2421 a/b UKREP, EDM.)

Winnipeg—British Consulate, 402 Monarch Life Building, 333 Broadway Avenue, Winnipeg, 1, Manitoba R3C OS9. (Tel. 942-3151.) (Telex 07-57814 a/b UKREP, WPG.)

CHILE
British Embassy, La Concepcion. 177 Casilla 72-D, **Santiago.** (Tel. 239166.) (Telex 40844 a/b PROST CL.)

CHINA
British Embassy, 5 Kuang Hua Lu, Chien Kou Men Wai, **Peking.** (Tel. 521961/4.)

COLOMBIA
British Embassy, Carrera 10, No. 19-65, 7° Pisco, **Bogota.** (*Airmail address:* Apartado Aereo 4508, Bogota.) (Tel. 349080.) (Telex 44503 a/b 44503 BRIT CO.)

COSTA RICA
British Embassy, Paseo Colon, 3202, Apartado 10056, **San José.** (Tel. 21-58-16 and 21-56-88.) (Telex CR2169 a/b 2169 PRODROME.)

CUBA
British Embassy, Edificio Bolivar, Capdevila, 101-103, e Morro y Prado, **Havana.** (Tel. 61-5681.) (Postal address: c/o Apartado 535, Administration de Correos No. 1, Mexico 1 DF Mexico.)

CYPRUS
British High Commission, P.O. Box 1978, Alexander Pallis Street, **Nicosia.** (Tel. 73131-5.) (Telex 2208 a/b UKREPNIC.)

CZECHOSLOVAKIA
British Embassy, Thunovska 14, **Prague** (Praha) 1. (Tel. 533347/9 and 533340.) (Telex 0121011 a/b 121011 PRDM C.)

DENMARK
British Embassy, 36-40 Kastelsvej, DK-2100 **Copenhagen** O. (Tel. Tria 6360.) (Telex 19908 a/b 19908 BRIEMB DK.)

Aarhus—British Trade Office, BP Huset, Europaplads 2 ii, DK-8000 Aarhus. (Tel. (06) 122500.)

(*There is also an Honorary Consul in the* **Faroe Islands** *at Thorshavn who will be glad to see British business visitors:*
British Consulate, Yviri vid Strand 17 (P.O. Box 49) DK—3800, **Thorshavn,** Faroe Islands. (Tel. Bryggjan 13510.)

DOMINICAN REPUBLIC
British Embassy, Apartado 1352, No. 84 Avenida Independencia, **Santo Domingo.** (Tel. 682-3128/9.) (Telex 3460075 a/b 3460075 PRODROME.)

ECUADOR
British Embassy (opposite Hotel Quito), Gonzalez Suárez 111, **Quito** (Postal address: Casilla 314, Quito). (Tel. 230070/3.) (Telex 38 a/b 38 PRODROME ED.)

EGYPT, ARAB REPUBLIC OF
British Embassy, Kasr El Doubara, Garden City, **Cairo.** (Tel. 20850.)

EL SALVADOR
British Embassy, 13a Avenida Norte (Continuacion), No. 611, Colonia Duenas, **San Salvador.** (Tel. 219106, 220590, 223945.) (Telex 20133 a/b PRODSALV.)
(*Postal address: Embajada Britanica, Apartado (cc) 500, San Salvador, El Salvador, Central America.*)

ETHIOPIA
British Embassy, Papassinos Building, Ras Desta Damtew Avenue, P.O. Box 858, **Addis Ababa.** (Tel. 151166 and 151252/3.)

Asmara—British Consulate, Gellatly Hankey Building, Av. Haile Selassie I, P.O. Box 254, Asmara. (Tel. 110131.)

FIJI
British High Commission, Civic Centre, Stinson Parade (P.O. Box 1355), **Suva** (UKREP SUVA). (Tel. 311033.) (Telex FJ 2129 a/b UKREP FJ 2129.)

FINLAND
British Embassy, Uudenmaankatu 16-20, **Helsinki** 12. (Tel. 12574.) (Telex 121122 a/b UKHKI SF.)

FRANCE
British Embassy, 35 Rue du Faubourg St. Honoré, **75008 Paris.** (Tel. 266-91-42.) (Telex 65264 a/b INFORM PARIS.)

Bordeaux—British Consulate-General, 15 Cours de Verdun, 33081 Bordeaux Cedex. (Tel. 52-28-35/6.) (Telex 57440 a/b BRITAIN BORDX.)

Lille—British Consulate-General, 60 Boulevard de la Liberté (Sac Postal 2037), 59014 Lille Cedex. (Tel. 573549 and 570177.) (Telex 82669 a/b 82669 BRITAIN LILLE.)

Lyon—British Consulate-General, 24 Rue Childebert, 69 288 Lyon Cedex 1, Rhone. (Tel. 375967/8.) (Telex 33254 a/b BRITAIN LYON.)

Marseille—British Consulate-General, 24 Avenue du Prado, 13-Marseilles 6e (Bouches du Rhonee). (Tel. 376854/6.) (Telex 42307 a/b BRITAIN MARSL.)

Strasbourg—British Consulate-General, 10 Rue du General de Castelnau, 67001 Strasbourg Cedex. (Tel. 88-366491.) (Telex 87995 a/b BRISTRA STRBG.)

Telegraphic address

Unless otherwise stated, the telegraphic addresses to be used are:
Embassies—'Prodrome' followed by the town name.
Consular offices—'Britain' followed by the town name.
High Commission offices—'Ukrep' followed by the town name.

GAMBIA, THE
British High Commission, 78 Wellington Street, P.O. Box 507, **Banjul.** (Tel. 244/6.)

GERMANY, DEMOCRATIC REPUBLIC
British Embassy, **East Berlin** BFPO 45. (Tel. 225431.) (Telex 113171 and 113172 a/b GBBER DD.)

GERMANY, FEDERAL REPUBLIC
British Embassy, 53 **Bonn,** Friedrich-Ebert Allee 77. (Tel. 234061.) (Telex 886887, 8869561 and 8869562 a/b BRI D.)

Berlin—British Consulate-General, 1000 Berlin 12, Uhlandstrasse 7-8. (Tel. 3095295.) (Telex 184268 a/b UKBLN D.)

Dusseldorf—British Consulate-General, 4 Dusseldorf, Nordsternhaus, Georg-Glock-Strasse 14. (Tel. 434281-5.) (Telex 8584855 a/b 8584855 COM D.)

Frankfurt—British Consulate-General, 6 Frankfurt, Bockenheimer Landstrasse 51-53. (Tel. 720406.) (Telex 414932 a/b UKFFT D.)

Hamburg—British Consulate-General, 2000 Hamburg 13, Harvestehuderweg 8a. (Tel. 4513 51/5.) (Telex 0213562 a/b BRHBG.)

Hanover—British Consulate-General, 3000 Hanover, Uhlemeyer Strasse 9 & 11. (Tel. 327641/5.) (Telex 923263 a/b BCGHN D.)

Munich—British Consulate-General, 8000 Munich 13, Akademiestrasse 7. (Tel. 394015/19.) (Telex 529959 a/b UKMUN D.)

Stuttgart—British Consulate-General, 7 Stuttgart, Kriegsbergstrasse 28. (Tel. 293216/8.) (Telex 722397 a/b 722397 UKST D.)

GHANA
British High Commission, Barclays Bank Building, High Street (P.O. Box 296), **Accra.** (Tel. 64651.)
(*The P.O. Box number must be used for all correspondence.*)

GREECE
British Embassy, 1, Ploutarchou Street, **Athens** 139. (Tel. 736211 (10 lines).) (Telex 216440 a/b 216440 LION GR.)

GUATEMALA
British Consulate, Edificio Maya, Via 5, No 4-50, 8° Piso, Zona 4, **Guatemala City.** (Tel. 61329 and 64375.) (Telex 279 a/b BRITON GU.)

GUYANA
British High Commission, 44 Main Street, (P.O. Box 625), **Georgetown.** (Tel. 65881/4.) (Telex GY221 a/b 221 UKREP GY.)

HAITI
British Consulate, Shell Building, Rue Pavée, (P.O. Box 1302), **Port-au-Prince.** (Tel. 21227 & 23921.)

HONDURAS
British Embassy, Edificio Palic, 4 Piso, Avenida Republica de Chile 804 (Apartado 290), **Tegucigalpa.** (Tel. 22-0479/80.) (Telex 1138 a/b 1138 PRODTEGU HT.)

HONG KONG
British Trade Commissioner, P.O. Box 528, 707 Shell House, Queen's Road Central, **Hong Kong.** ('Uktrade, Hong Kong.') (Tel. 5-230176.) (Telex HX73031 a/b UKTRA HX.)

HUNGARY
British Embassy, Harmincad Utca 6, **Budapest** V. (Tel. 182-880.) (Telex 224527 a/b 224527 BRIT H.)

ICELAND
British Embassy, Laufasvegur 49, **Reykjavik.** (Tel. 15883/4.) (Telex 2037 a/b 2037 UKREYK IS.)

INDIA
British High Commission in India, Chanakyapuri, **New Delhi,** 110021. (Tel. 70371.) (Telex 2135 a/b ND 2135.)

Calcutta—British High Commission, 1 Ho Chi Minh Sarani, P.O. Box 9073, Calcutta, 700016. (Tel. 44-5171.)

Bombay—British High Commission, P.O. Box 815, Mercantile Bank Buildings, Mahatma Gandhi Road, Bombay, 400001. (Tel. 259981/5.) (Telex 011-2850 a/b 011-2850 UKREP BY.)

Madras—British High Commission, P.O. Box 3710, 150A Mount Road, Madras, 600002. (Tel. 83136.)

INDONESIA
British Embassy, Djalan Thamrim 75, **Jakarta.** (Tel. 41091/8.) (Telex 6166 a/b PRODROME DKT 6166.)

IRAN
British Embassy, Avenue Ferdowsi, **Tehran.** (Tel. 45011/4.) (Telex 2493 a/b 2493 PRODROME TN.)

IRAQ
British Embassy, Shaheen Building, Saadoon Street, **Baghdad.** (Tel. 99001/3.)

IRISH REPUBLIC
British Embassy, 30 Merrion Square, **Dublin,** 2. (Tel. 76578/9.) (Telex 5296 a/b 5296 UKDB EI.)

ISRAEL
British Embassy, 192 Rehov Hayarkon Street, **Tel Aviv** 63405. (Tel. 249171-5.) (Telex 341163 a/b UKTA.)

ITALY
British Consulate-General, Via San Paolo 7, I-20121 **Milan.** (Tel. 803442-6.) (Telex 31528 a/b 31528 BRITAIN.)
(*Milan is the senior commercial post and central point for British trade promotion work in Italy.*)

Rome—British Embassy, Via XX Settembre 80A, I 00187 Rome. (Tel. 4755551-5.) (Telex 61049 a/b 61049 PRODROME.)

Florence—British Consulate, Palazzo Castelbarco Lungarno Corsini 2, I 50123 Florence. (Tel. 272594.) (Telex 57270 a/b 57270 BRITAIN.)

Genoa—British Consulate-General, Via XII Ottobre 2/132, I 16121 Genoa. (Tel. 564833-6.) (Telex 27689 a/b 27689 BRITAIN.)

Naples—British Consulate-General, Via Fransesco Crispi 122, 80122 Naples. (Tel. 663883.) (Telex 71330 a/b 71330 BRITAIN.)

Bari—British Trade Representative, Via Fratelli Rosselli 38, I 70126, Bari. (Tel. 330791.)

Palermo—British Consulate, Via Marchese di Villabianco 9, I 90143 Palermo. (Tel. 253364-6.) (Telex 91111 a/b 91111 CONSULUK.)

Turin—British Consulate, 1 Corso Vittorio Emanuele (corner of Corso Massimo d'Azeglio), I 10125 Turin. (Tel. 657676/7.) (Telex 21464 a/b 21464 BRITAIN.)

Venice—British Consulate, Accademia Dorsoduro, 1051, Castella Postale 469 Venezia. (Postal address, British Consulate, P.O. Box 469, I 30100 Venice.) (Tel. 27408.) (Telex 41283 a/b 41283 BRITAIN.)

IVORY COAST
British Embassy, Fifth Floor, Immeuble Shell, Avenue Lamblin, **Abidjan.** (Postal address: Boite Postale 2581, Abidjan.) (Tel. 226615, 322776 and 324980.) (Telex 706 a/b PRODROME ABIDJAN.)

JAMAICA
British High Commission (P.O. Box 393), Barclays Bank Building, 54 King Street, **Kingston,** Jamaica. (Britcom, Kingston.) (Tel. 932-1930.) (Telex 2110 a/b UKREP, KIN JA.)

JAPAN
British Embassy, 1 Ichibancho, Chiyoda-ku, **Tokyo** 102. (Tel. (03) 265-5511.) (Telex J.22755 a/b PRODROME.)

Osaka—British Consulate-General, Hong-kong Bank Building, 45 Awajimachi, 4-chome, Higashi-ku, Osaka 541. (Tel. (06) 231-3355/7.) (Telex 522 5167 a/b BRITAIN OSA or BRIOSK.)

JORDAN
British Embassy, King Hussein Street, P.O. Box 6062, **Amman.** (Tel. 37374-5.)

KENYA
British High Commission in Kenya, P.O. Box 30133, 13th Floor, Bruce House, Standard Street, **Nairobi.** (Tel. 35944.) (Telex 22219 a/b UKREP, NAIROBI.)

KHMER REPUBLIC
British Embassy, 96 Moha Vithei 9 Tola (BP 150) **Phnom Penh.** (Tel. 23976.)

KOREA, REPUBLIC OF (South Korea)
British Embassy, **Seoul** BFPO via BFPO1. (Tel. 75-7341/3.) (Telex K27320 a/b PRODROM K27320.)

KUWAIT
British Embassy, Kuwait Investment Company Building (5th Floor), Plot 6, Area 9, Ahmad al-Jabir Street (P.O. Box SAFAT 300), **Kuwait.** (Tel. 439221/2.)

LAOS
British Embassy, Rue J. Nehru, P.O. Box 224, **Vientiane.** (Tel. 2333 and 2374.)

LEBANON
British Embassy, Avenue de Paris Ras Beirut, **Beirut.** (Tel. 221550-3, 225615, 232195.) (Telex 20465 a/b PRODOME.)

LESOTHO
British High Commission, P.O. Box 521, **Maseru.** (Tel. 3961.)

LIBERIA
British Embassy, P.O. Box 120, 'Mamba Point', **Monrovia.** (Tel. 21055, 21107.) (Telex 4287 a/b PRODROME LIB.)

LIBYAN ARAB REPUBLIC
British Embassy, 30 Triq Alfatah, **Tripoli.** (Tel. 31191/5.)

LUXEMBOURG
British Embassy, 28 Boulevard Royal, **Luxembourg.** (Tel. 29864/5.) (Telex 443 a/b PRODROME L.)

MADAGASCAR (MALAGASY REPUBLIC)
British Embassy, 1st Floor, 41 Lalana Razanakombana (Boite Postale 167), **Tananarive.** (Tel. 206-50.) (Telex 201-226 a/b PRODROME, TANA.)

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MALAWI
British High Commission, P.O. Box 479, Victoria Avenue, **Blantyre.** (Tel. 33022.)

MALAYSIA
British High Commission (P.O. Box 1030), 13th Floor, Wisma Damansara, Jalan Semantan, **Kuala Lumpur.** (Tel. 741533.) (Telex 30245 a/b UKREP MA30245.)

MALTA
British High Commission, 7 St. Anne Street, **Floriana.** (Tel. Central 21285/6/7.) (Telex 249 UKREP MW.)

MAURITIUS
British High Commission, P.O. Box 586, Cerne House, Chaussée Street, **Port Louis.** (Tel. 20201.) (Telex IW 266 a/b UKREP IW 266.)

MEXICO
British Embassy, Lerma 71, Cuauhtemoc, P.O. Box 96 Bis., Mexico 5 D.F. (Tel. 5114880/85.) (Telex 1771185 a/b 1771185 UKEM MEX.)

MONGOLIA
British Embassy, 36 Peace Street (P.O. Box No. 703), **Ulan Bator,** The People's Republic of Mongolia. (Tel. 51033.)

MOROCCO
British Consulate-General, 60 Boulevard d'Anfa (Boite Postale 762), **Casablanca.** (Tel. 261440/1.) (Telex 22781 M a/b BRITAIN 22781 M.)

MOZAMBIQUE (Portuguese East Africa)
British Consulate-General, 310 Avenida Augusto do Castilho (P.O. Box 55), **Lourenco Marques.** (Tel. 26011/2, 29989.) (Telex 01265 a/b UKREP MO.)

NEPAL
British Embassy, Lain Chaur (P.O. Box 106), **Kathmandu.** (Tel. 11081, 11588/9.)

NETHERLANDS
British Embassy, Lange Voorhout 10, **The Hague.** (Tel. (070) 645800.) (Telex 31600 a/b 31600 BEMB NL.)

Amsterdam—British Consulate-General, Johannes Vermeerstraat 7, Amsterdam. (Tel. (020) 739143.) (Telex 15117 a/b 15117 UKAMS NL.)

NEW ZEALAND
British High Commission, Reserve Bank of New Zealand Building, 9th Floor, 2 The Terrace, **Wellington** 1. (Postal address: P.O. Box 369.) (Tel. 46-060.) (Telex NZ 3325 a/b UKREP NZ 3325.)

Auckland—British High Commission, 9th Floor, Norwich Union Building, Queen Street, Auckland, 1. (Postal address: Private Bag, Auckland, 1.) (Tel. 32-973.) (Telex NZ 2412 a/b UKREPAK NZ 2412.)

Christchurch—British High Commission, B.N.Z. House, Cathedral Square, Christchurch. (Postal address: P.O. Box 1762, Christchurch.) (Tel. 30-143.) (Telex NZ 4428 a/b UKREP NZ 4428.)

NICARAGUA
British Embassy, Avenida Las Colinas (Lote 100), Las Colinas, Carretera a Masaya Km. 9, **Managua.** (Postal address: Apartado 13, Managua, Nicaragua.) (Tel. 96256/96207.) (Telex (First call 375/1220 (a/b OPERADOR ESQUIPULAS 1220), then request ext: EQ12 (a/b PRODMGA EQ12).)

NIGERIA
British High Commission in Nigeria, Kajola House, 62-64 Campbell Street, **Lagos.** (Postal address: Private Mail Bag 12136, Lagos, Nigeria.) (Tel. 51630, Counsellor 21202 or First Secretary 21409.) (Telex 21247 a/b UKREP, LAGOS.)

Benin City—Office of the British Deputy High Commissioner, U.A.C. Main Premises, Siluko Road, Benin City. (Tel. 805/6.) (Postal address: Private Mail Bag 1094, Benin City.)

Ibadan—Office of the British Deputy High Commissioner, Finance Corporation Building, Lebanon Street, Ibadan. (Tel. 21551.) (Postal address: Private Mail Bag 5010, Ibadan.)

Kaduna—Office of the British Deputy High Commissioner, Office of the United Bank for Africa Building, Yakubu Gowon Way, Kaduna. (Tel. 22573/5.) (Postal address: Private Mail Bag 2096, Kaduna.)

NORWAY
British Embassy, Thomas Heftyesgate 8, Oslo, 2. (Tel. 563890/7.) (Telex 11575 a/b 11575 UKOSL N.)

Bergen—Consul, British Consulate, Slottsgaten 1, 5015 Bergen. (Tel. 210990 & 217033.) (Telex 42660 a/b 42660 UK BGN N.)

OMAN
British Embassy, **Muscat.** (Postal address: P.O. Box 300, Muscat.) (Tel. 2411-2415.) (Telex MB 216 a/b PRODROME MB 216, and MB 273 a/b PRODROME MB 273.)

PAKISTAN
British Embasy, Diplomatic Enclave, Ramna 5 (P.O. Box 1122), **Islamabad.** (Tel. 22131/5.)
Commercial matters are dealt with according to area by the following Consulates-General:

Karachi—York Place, Runnymeade Lane, Port Trust Estate, Clifton, Karachi (Britain Karachi). (Tel. 53 20 41.)

PANAMA
British Embassy, Via Espana 120, **Panama City.** (Postal address: Panama City c/o British Consulate Box B, Balboa Post Office, Canal Zone, Panama.) (Tel. Panama City 23-0451.) (Telex 3481020 a/b PROPANA.)

PAPUA NEW GUINEA
British Consulate, United Church Building (3rd floor), Douglas Street, **Port Moresby.** (Postal address: P.O. Box 739, Port Moresby.) (Tel. 2485 and 3095.) (Telex NE 22142 a/b UKREP 22142.)

PARAGUAY
British Embassy, 25 de Mayo 171, **Asuncion.** (Postal address: Casilla de Correo 404, Asuncion.) (Tel. 49146.) (Telex 139 a/b PRODROME 139 PY.)

PERU
British Embassy, Edificio Pacifico, Plaza Washington, Avenida Arequipa (sextra cuadra), **Lima.** (Postal address: P.O. Box 854, Lima.) (Tel. 283830.) (Telex PX 5230 a/b PRODROME, PX 5230.)

PHILIPPINES
British Embassy, P.O. Box 295, 9th Floor, L. & S. Building, 1414 Roxas Boulevard, **Manila.** (Tel. 59-24-61.) (Telex 3282 PRODME PN a/b 3282 PRODME PN.)

POLAND
British Embassy, Aleje Roz 1, **Warsaw.** (Tel. 281001-5.) (Telex 813694 a/b 813694 PROD PL.)

PORTUGAL
British Embassy, Rua de S. Domingos a Lapa 35-39, **Lisbon 3.** (Tel. 661191/5.) (Telex 12278 a/b 12278 PROLIS P.)

QATAR
British Embassy, P.O. Box 3, **Doha.** (Tel. 22637.) (Telex POLITICAL DH4205 a/b 4205 PRODRO DH.)

ROMANIA
British Embassy, 24, Strada Jules Michelet, **Bucharest.** (Tel. 111635/6.) (Telex 011-295 a/b PRODROME, BUC.)

SAUDI ARABIA
British Embassy, Dutch Bank Building, 4th Floor (P.O. Box 393), **Jedda.** (Tel. 27306 & 27122.)

SENEGAL
British Embassy, 20 Rue du Docteur Guillet (B.P. 6025), **Dakar.** (Tel. 22383.) (Telex 548 a/b PRODROME, SG.)

SIERRA LEONE
British Trade and Information Centre, 4th Floor, Leone House, Siaka Stevens Street, **Freetown.** (Tel. 4096.) (Telex 235 a/b UKREP FTN 235.)

SINGAPORE
British High Commission, Tanglin Circus, **Singapore 10.** (Postal address: Tanglin P.O. Box 19.) (Tel. 639333.) (Telex RS 21218 a/b UKREP SP RS 21218.)

SOMALI REPUBLIC
British Embassy, Waddada Xasan Geeddi Abtoow 7/8, P.O. Box 1036, **Mogadishu.** (Tel. 2288.) (Telex Mogadishu 617 a/b PRODROME MOG SM.)

SOUTH AFRICA, REPUBLIC OF
British Embassy, 6 Hill Street, Arcadia, **Pretoria** 0002. (Tel. 74-3121.) (Telex 44641 a/b 44641 PR.)

Johannesburg—British Consulate-General, 8th Floor, B.P. Centre, corner Kerk/Harrison Street, P.O. Box 10101, Johannesburg. (Brit-consul, Johannesburg.) (Tel. 834-6411.) (Telex 43-7115 a/b 43-7115 JH.)
(Johannesburg is the senior commercial post and the central point for British trade promotion work in South Africa.)

Cape Town—British Consulate-General, 11th Floor, African Eagle Centre, 2 St. Georges Street, P.O. Box 500, Cape Town. (Tel. 41-1466/8.) (Telex 5-7447CT a/b 5-7447CT.)

Durban—British Consulate General, 7th Floor, Barclays Bank Building, Field Street, Durban. (Tel. 313131 (five lines).) (Telex 6-7428 a/b 6-7428 DN.)

SPAIN
British Embassy, Calle de Fernando el Santo 16, **Madrid** 4. (Tel. 419-0200/12.) (Telex 27656 a/b 27656 INGLAE.)

Barcelona—British Consulate-General, Edificio Torre de Barcelona, Avenida Generalisimo Franco 477 (13 Floor), Apartado de Correos 12111, Barcelona 11. (Tel. 239 0804, 239 1300.) (Telex 52799 a/b 52799 BRBAR E.)

Bilbao—British Consulate-General, Alameda Urquijo 2-8, Bilbao 8. (Tel. 214780.) (Telex 32446 a/b 32446 BRBIL.)

Telegraphic address

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Embassies—'Prodrome' followed by the town name.
Consular offices—'Britain' followed by the town name.
High Commission offices—'Ukrep' followed by the town name.

Seville—British Consulate, Plaza Nueva 8 (Dpdo), Seville. (Tel. 228875.) (Telex 72172 a/b 72172 BRSEV E.)

Valencia—British Consulate, Calle Cronista Carreres 1, 4a Valencia 3. (Tel. 21-12-75.)

Vigo—British Vice-Consulate, Plaza de Compostela No. 23 (6°), (P.O. Box 49), Vigo. (Tel. 211450.)

Palma de Mallorca—British Consulate, 23-1° Jaime III, Palma de Mallorca. (Tel. 212085, 212445.)

Las Palmas—British Consulate, Edificio Hocasa, 6 Piso, Calle Alfredo L. Jones, 33 (P.O. Box 2020), Las Palmas, Gran Canaria, Canary Islands. (Tel. 262508.) (Telex 95276 a/b 95276 BRTLP E.)

SRI LANKA
British High Commission, Galle Road, Kellupitiya, **Colombo** 3. (Postal address: P.O. Box 1433, Colombo.) (Tel. 27611/15.) (Telex 1101 a/b UKREP, COLOMBO.)

SUDAN
British Embassy, P.O. Box 801, New Aboulela Building, Barlaman Avenue, **Khartoum.** (Tel. 70760, 70766-9.)

SURINAM
There is an Honorary Consul at the British Consulate at Paramaribo who will be pleased to see business visitors. His address is: 15 Mr. Dr. de Mirandastraat (P.O. Box 1300), **Paramaribo.** (Tel. 77455.)

SWAZILAND
British High Commission, Alister Miller Street, **Mbabane.** (Postal address: British High Commission, Private Bag, Mbabane.) (Tel. 2581.)

SWEDEN
British Embassy, Skarpögatan 6-8, S-115 27 **Stockholm.** (Tel. 670140.) (Telex 19340 a/b BRITEMB S.)

Gothenburg—British Consulate-General, Götgatan 15, S-411 05 Gothenburg. (Tel. 136277.) (Telex 20041 a/b BRITAIN S.)

Malmo—British Consulate, Lilla Nygatan 11, S-211 38 Malmö. (Tel. 126625.)

SWITZERLAND
Zurich—British Consulate-General, Dufourstrasse 56, 8008 Zurich. (Tel. (01) 47 15 20/6.) (Telex 54260 a/b 54260 UKZUR CH.)
(Zurich is the senior commercial post and central point for British trade promotion work in Switzerland.)

Berne—British Embassy, Thunstrasse 50, 3005 Berne. (Tel. (031) 445021/8.) (Telex 32687 a/b 32687 UK BNECH.)

Basle—British Consulate, P.O. Box No. 851, Rittergasse 35, 4001 Basle. (Tel. (061) 235843.) (Telex 62959 a/b UKBAL CH.)

Geneva—British Consulate-General, 6th Floor, Rue de Vermont 37-39, 1211 Geneva 20. (Tel. (022) 343800, 332385.) (Telex 22956 a/b 22956A (or B) UKGV CH.)

SYRIA
British Embassy, 11 Kotob Building, Mohd. Kurd Ali Street, Malki Avenue (P.O. Box 37), **Damascus.** (Tel. 332561-3.)

TANZANIA
British High Commission, Permanent House, corner Azikiwe Street/Independence Avenue, P.O. Box 9112, **Dar-es-Salaam.** (Tel. 29601.) (Telex 41004 a/b 41004 UKREP.)

THAILAND
British Embassy, Pleonchit Road, **Bangkok.** (Tel. 527161 (Monday to Friday 0800-1630), 527160 (all other times).)

TOGO
British Embassy, Boulevard Circulaire, Boite Postale 892, **Lome,** Republic of Togo. (Tel. 2085.) (Telex 5210 a/b PRODROME, LOME.)

TONGA
British High Commission, **Nukualofa.**

TRINIDAD AND TOBAGO
British High Commission, Furness House, 90 Independence Square, P.O. Box 778, **Port of Spain,** Trinidad. (Tel. 52861/6.) (Telex WG 224 a/b UKREP 224.)

TUNISIA
British Embassy, 5 Place de la Victoire, **Tunis.** (Tel. 245100, 245324, 245649.) (Telex TUNIS 12007 a/b RDROM 12007 TUNIS.)

TURKEY
British Embassy, Sehit Ersan Caddesi, 46a, Cankaya, **Ankara.** (Tel. 274310/15.) (Telex 42320 a/b PROD TR.)

Istanbul—British Consulate-General, Tepebasi, Beyoglu, Istanbul. (Tel. 498874.) (Telex 298 a/b BRITAIN IST.)

UGANDA
British High Commission, P.O. Box 7070, 10-12 Parliament Avenue, **Kampala.** (Tel. 57054/9.) (Telex 61006 a/b 61006 UKREP KLA.)

UNITED ARAB EMIRATES
Abu Dhabi—British Embassy, Commercial Secretariat, First Floor, Sheikh Ahmad bin Hamad Building, Sheikh Hamdan Street, Abu Dhabi. (Postal address: P.O. Box 248, Abu Dhabi.) (Tel. 43033/4/5.) (Telex AH2234 a/b 2234 PRODROME AH AH 2244 a/b 2244 PRODROME AH.)

Dubai—British Embassy, Tariq Ibn Zayed Street (P.O. Box 65), Dubai. (Tel. 31070, 31893 and 31993.) (Telex DB 5426 a/b 5426 BRITEM DB.)

UNITED STATES
Washington—British Embassy, 3100 Massachusetts Avenue, N.W., Washington D.C. 20008. (Tel. HO 21340.) (Telex 892370 a/b PRODROME WSH.)

New York—British Trade Development Office, 150 East 58th Street (19th and 20th floors), New York, N.Y. 10022. (Tel. 593-2258, Area Code 212.) (Telex 126919 a/b PRODROME NYK.)
(New York is the senior commercial post and the central point for British trade promotion work in the USA. Export Credits Guarantee Department's representative in N. America is at the same address.)

Atlanta—British Consulate-General, Suite 912, 225 Peachtree Street, N.E., Atlanta, Georgia 30303. (Tel. 524-5856/8, Area Code 404.) (Telex 542517 a/b BRITAIN ATL.)

Boston—British Consulate-General, Suite 4740, Prudential Tower, Prudential Centre, Boston, Massachusetts 02199. (Tel. 261-3060, Area Code 617.) (Telex 946412 a/b BRITAIN BSN.)

Chicago—British Consulate-General, 33 N. Dearborn Street, Chicago, Ill. 60602. (Tel. 346-1810/17, Area Code 312.) (Telex 254432 a/b BRITAIN CGO.)

Cleveland—British Consulate-General, 1823 Illuminating Building, 55 Public Square, Cleveland, Ohio 44113. (Tel. 621-7674, Area Code 216.) (Telex 980126 a/b BRITAIN CLV.)

Dallas—British Government Trade Office, 813 Stemmons Tower West, 2730 Stemmons Freeway, Dallas, Texas 75207. ('BRITAIN, Dallas.') (Tel. 637-3600, Area Code 214.) (Telex 730382 a/b BRITAIN DAL.)

Detroit—British Consulate-General, 1008 Detroit Bank and Trust Building, 211 Fort Street West, Detroit, Michigan 48226. (Tel. 962-4776, Area Code 313.) (Telex 230158 a/b BRITAIN DET.)

Honolulu—British Consulate-General, Suite 1206, 841 Bishop Street, Honolulu 96813. (Tel. 536-1048/9.) (Telex 634161 a/b BRITAIN 634161.)

Houston—British Consulate-General, 1005 World Trade Centre, 1520 Texas Avenue, Houston, Texas 77002. (Tel. 223-2301, Area Code 713.) (Telex 762-307 a/b BRITAIN HOU.)

Los Angeles—British Consulate-General, Ahmanson Centre East Building, Suite 312, 3701, Wilshire Boulevard, Los Angeles, California 90010. (Tel. 385-7381, Area Code 213.) (Telex 677421 a/b BRITAIN LSA.)

Miami—British Consulate, 700 Ingraham Building, 25, S.E. Second Avenue, Miami, Florida 33131. (Tel. 371-7544/6, Area Code 305.) (Telex 519468 a/b BRITAIN MIA.)

Minneapolis—British Government Trade Office, 922 Midwest Plaza Building, Minneapolis, Minnesota 55402. (Tel. 335-0921, Area Code 612.) (Telex 290122 a/b BRITRADE MPS.)

Important

The information given in this list is intended for the benefit of exporters travelling abroad. All commercial inquiries should be addressed initially to the nearest Regional Office Export Section of the Department of Industry, or to Export Services and Promotions Division, Department of Trade, Export House, 50 Ludgate Hill, London, EC4M 7HU (Tel. 01-248 5757) (Telex 886143). A great deal of overseas commercial information is on record and can be supplied immediately.

Philadelphia—British Consulate-General, 12 South 12th Street, Philadelphia, Pennsylvania 19107. (Tel. Walnut 52430/2, Area Code 215.) (Telex 834636 a/b BRITAIN PhA.)

San Juan—British Consulate, Room 1014, Banco Popular Center, Hato Rey, Puerto Rico. (Postal address: G.P.O. Box 2157, San Juan, Puerto Rico 00936.) (Tel. 767-4435 (Area Code 809).) (Telex 365270 a/b 365270 BRITAIN.)

St. Louis—British Consulate-General, 7th Floor, Gateway Tower, 1 Memorial Drive, St. Louis, Missouri 63102. (Tel. Main 14688, Area Code 314.) (Telex 447190 a/b BRITAIN STL.)

San Francisco—British Consulate-General, 9th Floor, Equitable Life Buildings, 120 Montgomery Street, San Francisco, California 94104. (Tel. 981-3030, Area Code 415.) (Telex 340628 a/b BRITAIN SFO.)

Seattle—British Consulate-General, 1216 Norton Building, 801 2nd Avenue, Seattle, Washington 98104. (Tel. 622-9253, Area Code 206.) (Telex 329602 a/b BRITAIN SEA.)

(There is also a Vice-Consul at Baltimore and a Consul at Norfolk who will be glad to see business visitors.)

Baltimore—British Consulate, Suite 3406, 222 St. Paul Place, Baltimore, Maryland 21202. (Tel. 727-1082, Area Code 301.)

Norfolk—British Consulate, 932 Wainwright Building, 229 West Bute Street, Norfolk, Virginia, 23510. (Tel. MA 7-1934, Area Code 703.)

URUGUAY
British Embassy, Edificio Banco de Londres y America del Sud, Cerrito 420, Piso 7°, Montevideo. (Tel. 912501.) (Telex 398439 a/b PRODROME UY 439.)

USSR
British Embassy, Kutuzovsky Prospekt 7/4, Moscow G248. (Tel. 241-1033/4.) (Telex 7341 a/b PRODROME SU.)

VENEZUELA
British Embassy, 12th Floor, Avenida La Estancia No. 10, Ciudad Commercial Tamanaco, Chuao, Caracas. (Postal address: Apartado 1246, Caracas.) (Tel. 911391.) (Telex 23468 a/b 23468 PROCARAC.)

VIETNAM
British Embassy, 25 Boulevarde Thong Nhut, P.O. Box No. 1, Saigon. (Tel. 25194-24610.)

YEMEN ARAB REPUBLIC
British Embassy, 13 Al Qasr al Jumhuri (P.O. Box 1287), Sana'a. (Tel. 2684 and 5714.)

YEMEN, PEOPLE'S DEMOCRATIC REPUBLIC OF
British Embassy, 28 Ho Chi Minh Street, Khormaksar, Aden. (Tel. 24171-6.)

YUGOSLAVIA
British Embassy, Ulica Generala Zdanova 46, Belgrade. (Tel. 645055.) (Telex 11468 a/b 11468 YU PROBEL.)

Zagreb—British Consulate-General, Ilica 12 (P.O. Box 454), 41001 Zagreb. (Tel. 447533.) (Telex 21309 a/b 21309 YU BR ZAG.)

ZAIRE REPUBLIC
British Embassy, 9 Avenue de l'Equateur, 5th floor, Barclays Bank International Building (B.P. 8049), Kinshasa. (Tel. 234836.)

ZAMBIA
British High Commission, Independence Avenue, P.O. Box RW50, Lusaka. (Tel. 51122.) (Telex LS 4115 a/b UKREP ZA 4115.)

British Trade Correspondents

Trade Correspondents generally give part-time service to the Departments of Trade and Industry. Often they are Civil Servants who have been selected to act in this capacity in addition to their normal duties; in certain other territories local businessmen undertake these functions. The extent to which British Trade Correspondents can assist British business visitors is therefore limited.

AFRICA, SOUTH WEST
Mr. M. A. Isaacson, P.O. Box 29, Windhoek, South West Africa. (Tel. 7983.)

BELIZE
Mr. Gordon Roe, 6 Fort Street, P.O. Box 438, Belize City. (Tel. 2383.)

BERMUDA
Mrs. A. Brackstone, c/o Visitors' Service Bureau, Hamilton. (Tel. 1-2038.)

FALKLAND ISLANDS
The Chief Secretary, Stanley.

GIBRALTAR
The Financial and Development Secretary, Government Secretariat, Gibraltar. (Tel. 2971, Ext. 51.) (Telex 223 a/b SECRETARIAT GIBRALTAR.)

GILBERT AND ELLICE ISLAND COLONY
The Collector of Customs, P.O. Box 503, Betio, Tarawa, Gilbert Islands.

NEWFOUNDLAND
Mr. A. G. Ayres, Javelin House, 109 Water Street, P.O. Box 6012, St. John's, Newfoundland. (Tel. 726-8948, Area Code 709.)

NEW HEBRIDES
Mr. C. H. Allan, OBE, CMG, Resident Commissioner, Vila.

SEYCHELLES
Captain J. Harwood, Mahe Shipping Co. Ltd., Victoria, Mahe, Seychelles.

ST. HELENA
The Colonial Treasurer, The Castle, Island of St. Helena, South Atlantic Ocean.

SOLOMON ISLANDS, BRITISH PROTECTORATE
British Trade Correspondent, High Commission Office, Western Pacific High Commission, Honiara, British Solomon Islands Protectorate.

TASMANIA
Mr. W. T. Loney, OBE, 10th Floor, AMP Building, 86 Collins Street, Hobart, Tas. (Postal address: GPO Box H. Tas 7001.) (Tel. Hobart 343411/2.)

WESTERN SAMOA
Mr. W. W. Ansell, c/o Bank of Western Samoa, Apia, Western Samoa, South Pacific.

Towns and countries in which commercial representation is available

Aarhus, Denmark
Abidjan, Ivory Coast
Abu Dhabi, United Arab Emirates
Accra, Ghana
Addis Ababa, Ethiopia
Adelaide, Australia
Aden, Yemen
Algiers, Algeria
Amman, Jordan
Amsterdam, Netherlands
Ankara, Turkey
Antwerp, Belgium
Asmara, Ethiopia
Asuncion, Paraguay
Athens, Greece
Atlanta, United States
Auckland, New Zealand

Baghdad, Iraq
Bahrain, Bahrain
Baltimore, United States
Banda Seri Begawan, Brunei
Bangkok, Thailand
Banjul, Gambia
Barcelona, Spain
Bari, Italy
Basle, Switzerland
Beirut, Lebanon
Belgrade, Yugoslavia
Benin City, Nigeria
Bergen, Norway
Berlin, Germany
Berne, Switzerland
Bilbao, Spain
Blantyre, Malawi
Bogota, Colombia
Bombay, India
Bonn, Germany
Bordeaux, France
Boston, United States
Brasilia, Brazil
Bridgetown, Barbados
Brisbane, Australia
Brussels, Belgium
Bucharest, Romania
Budapest, Hungary
Buenos Aires, Argentina

Cairo, Egypt, Arab Republic of
Calcutta, India
Canberra, Australia
Capetown, South Africa
Caracas, Venezuela
Casablanca, Morocco
Chicago, United States
Christchurch, New Zealand
Cleveland, United States
Colombo, Sri Lanka
Copenhagen, Denmark

Dakar, Senegal
Damascus, Syria
Dar-es-Salaam, Tanzania
Delhi, India
Detroit, United States
Dilkusha, Bangladesh
Doha, Qatar
Douala, Cameroon
Dubai, United Arab Emirates
Dublin, Irish Republic
Durban, South Africa
Dusseldorf, Germany

Edmonton, Canada

Florence, Italy
Floriana, Malta
Frankfurt, Germany
Freetown, Sierra Leone

Gaberone, Botswana
Geneva, Switzerland
Genoa, Italy
Georgetown, Guyana
Gothenburg, Sweden
Guatemala City, Guatemala

Hague, The, Netherlands
Halifax, Canada
Hamburg, Germany
Hanover, Germany
Havana, Cuba
Helsinki, Finland
Hong Kong, Hong Kong
Honolulu, United States
Houston, United States

Ibadan, Nigeria
Istanbul, Turkey

Jakarta, Indonesia
Jedda, Saudi Arabia
Johannesburg, South Africa

Kabul, Afghanistan
Kaduna, Nigeria
Kampala, Uganda
Karachi, Pakistan
Kathmandu, Nepal
Khartoum, Sudan
Kingston, Jamaica
Kinshasa, Zaire Republic
Kuala Lumpur, Malaysia
Kuwait, Kuwait

Lagos, Nigeria
La Paz, Bolivia
Las Palmas, Spain (Canary Islands)
Lille, France
Lima, Peru
Lisbon, Portugal
Lomé, Togo
Los Angeles, United States
Lourenco Marques, Mozambique (Portuguese East Africa)
Luanda, Angola (Portuguese West Africa)
Lusaka, Zambia
Luxembourg, Luxembourg
Lyon, France

Madras, India
Madrid, Spain
Malmö, Sweden
Managua, Nicaragua
Manila, Philippines
Marseille, France
Maseru, Lesotho
Mbabane, Swaziland
Melbourne, Australia
Mexico City, Mexico
Miami, United States
Milan, Italy
Mogadishu, Somali Republic
Monrovia, Liberia
Montevideo, Uruguay
Montreal, Canada
Moscow, USSR
Munich, Germany
Muscat, Oman

Naples, Italy
Nairobi, Kenya
Nassau, Bahamas
New Delhi, India
New York, United States
Nicosia, Cyprus
Norfolk, United States
Nukualofa, Tonga

Osaka, Japan
Oslo, Norway
Ottawa, Canada

Paramaribo, Surinam
Palermo, Italy (Sicily)
Palma de Mallorca, Spain (Balearic Islands)
Panama City, Panama
Paris, France
Peking, China
Perth, Australia
Philadelphia, United States
Phnom Pehn, Khmer Republic
Port-au-Prince, Haiti
Port of Spain, Trinidad
Port Louis, Mauritius
Port Moresby, Papua New Guinea
Prague, Czechoslovakia
Pretoria, South Africa

Quito, Ecuador

Rangoon, Burma
Reykjavik, Iceland
Rio de Janeiro, Brazil
Rome, Italy

Saigon, Vietnam
St. Louis, United States
Sana'a, Yemen Arab Republic
San Francisco, United States
San José, Costa Rica
San Juan, Puerto Rico (USA)
San Salvador, El Salvador
Santiago, Chile
Santo Domingo, Dominican Republic
Sao Paulo, Brazil
Seattle, United States
Seoul, Korea, Republic of
Seville, Spain
Singapore, Singapore
Sofia, Bulgaria
Stockholm, Sweden
Strasbourg, France
Stuttgart, Germany
Suva, Fiji
Sydney, Australia

Tananarive, Malagasy Republic
Tegucigalpa, Honduras
Tehran, Iran
Tel Aviv, Israel
The Hague, Netherlands
Thorshavn, Faroe Islands (Denmark)
Tokyo, Japan
Toronto, Canada
Tripoli, Libya
Tunis, Tunisia
Turin, Italy

Ulan Bator, Mongolia

Valencia, Spain
Vancouver, Canada
Venice, Italy
Vienna, Austria
Vientiane, Laos
Vigo, Spain

Warsaw, Poland
Washington, United States
Wellington, New Zealand
Winnipeg, Canada

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Government Publications in the Midlands

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Frankfurt: higher prices mean lower orders at major international consumer goods show

From the Commercial Section, British Consulate, Frankfurt. The British Overseas Trade Board again sponsored four joint ventures at the Frankfurt International Autumn Fair in which a total ot 44 British firms participated. Against the background of increasing retail prices and stagnating consumer spending in the German market, the British exhibitors took advantage of one of the features of this fair, consisting of the relative high number of non-German trade buyers who visited the event. It was therefore not surprising that the majority of the British exhibitors expressed satisfaction with the business done with third country customers and with the number of new international contacts made. Existing and new German trade buyers were however somewhat reserved in placing long term orders, obviously caused by the retail trades' current situation, which is in some sectors faced with the problem of having to dispose of high stocks.

The Frankfurt International Fair, one of the Federal Republic's leading consumer goods fairs, took place from 25-28 August. It has always been regarded by the trade as a trendsetter for this particular sector of the German consumer market; this year's autumn event was no exception. Although most of the 2,688 exhibitors, including 645 from 40 countries, had obviously made efforts to keep necessary price increases on a modest scale, the level of orders placed was generally lower than expected. Only those goods which are particularly suited for sale during the coming Christmas season were ordered in satisfactory quantities. This tendency was particularly evident with German trade buyers, and only half of the total number of German exhibitors expressed satisfaction with the volume of business done at the fair. The total number of 54,000 trade visitors included a high proportion of foreign visitors from 83 countries.

Exhibits, which were displayed on a net exhibition area of 87,000 square metres, included fancy goods, giftware, pottery, tableware, cutlery, glassware, jewellery, lamps, stationery and office requisites, occasional furniture and toiletries.

A good number of the BOTB-sponsored British exhibitors were able to book a reasonable volume of orders, mainly from non-German customers. The 14 British firms forming the joint venture of the British Ceramic Manufacturers Federation, who showed pottery tableware and decorative table ornaments, were not looking for new bulk orders on account of existing extended delivery periods. However, they have received encouraging inquiries and orders, particularly from third countries, and they were also enabled to meet in Frankfurt many of their European and overseas representatives and agents.

Once again, a special display had been organised by the Design Council, sponsored by the BOTB, in which eight British manufacturers of high quality giftware of plastic and metal and other novelties participated. These firms benefited from a growing demand for unique and novel products, and substantial orders were booked by them, mainly for short term delivery for the Christmas season.

Another BOTB-sponsored joint venture was that of the British Art Metal Export Group who exhibited a range of decorative brass and copper articles. Considerable interest was shown in this display, and the group received a satisfactory number of inquiries and orders for early delivery.

The largest British joint venture group was organised by the British Export Council for the Jewellery and Giftware Industries with BOTB support, in which 21 firms participated. The majority of these exhibitors have been coming to Frankfurt for many years, and their exhibits, consisting of fancy goods, giftware, jewellery and small leather goods, are a traditional part of that particular section of the fair. In view of their reputation in the trade, some of these British firms took exceptionally good orders both from German and third market customers. Others felt however that some of the German trade buyers hesitated to commit themselves to placing orders on long terms.

Despite the somewhat cautious attitude on the part of some trade buyers, those British exhibitors whose expectations of business had not been excessively high this time felt that their participation had been worth while.

Ghent shop week boosts UK sales

The ancient and prosperous city of Ghent was recently the scene of an important British Shopping Week organised through the British Overseas Trade Board by the British Embassy in Brussels in co-operation with the city authorities and local retailers' organisations.

The week was opened by the Parliamentary Under-Secretary of State for Trade, in the presence of Britain's Ambassador to Belgium, David Muirhead, and the Burgomaster of Ghent and many other local dignitaries at an impressive ceremony in the historic Pacification Hall of the Ghent City Hall.

The Parliamentary Under-Secretary visited many of the 600 shops in the city's main shopping thoroughfares which gave special prominence to British goods in their windows and at point-of-sale displays. The streets were decorated in festive mood and the British presence was enhanced by a contingent of policemen of the Sussex Constabulary, Scottish Pipers, and British regimental bands, which were in Ghent for the Week, the opening of which coincided with the 30th anniversary of the liberation of the city by British troops.

Supporting commercial features of the Week included a British motor show, three prefabricated British pubs, and exhibitions in five banks, including a fine display of modern silverware provided by Galerie Jean Renet of Bond Street, and a commercial display featuring new ICI products: an antique fair outside one of the principal department stores did a roaring trade, while the specially created 'British Week' postal frank was in great demand. HMS *Penelope* and RFA *Engadine* were anchored in the port of Ghent throughout the week.

The Ghent Week was the sixth and largest in a series of such self-generated promotions stemming from the British Week in Brussels in 1967. It had an immediate follow-up at the 29th Ghent International Fair, which opened on the closing day of the Week, at which local agents of British firms had organised an impressive display of consumer goods.

In commercial terms the Week was a real success with over £500,000 of extra purchases – including new lines – having been made by retailers.

Norway fisheries fair growing in popularity

A joint venture consisting of 11 British companies under the auspices of the London Chamber of Commerce and the British Overseas Trade Board took part in the 'Nor-Fishing '74' fisheries exhibition in Trondheim (middle Norway) from 12-18 August. A total of 53 British companies were represented at the fair either direct or through their agents. The joint venture team included manufacturers of fork lift trucks, fishing boats, deck machinery, and packaging equipment, as well as publishers of trade magazines and literature. The UK firms made useful contacts at the fair and some of them received substantial orders. The joint venture was a success and a number of the firms said that participation at the next event is a must.

The fisheries fair is obviously growing in popularity and today it is considered an important gateway to the fishing industry on an international basis. The total attendance this year was 43,000 as compared with 34,000 in 1972. There were 186 exhibitors from 10 countries, representing 384 manufacturers from 18 nations.

A seminar was held in conjunction with the fair and the conferences were planned in co-operation with the FAO in Rome and Geneva, the Directorate of Fisheries and the Norwegian fair authorities. Some of the important subjects discussed were 'The World's Nutrition Situation and Fishing Resources', and 'Mariculture'.

Another attractive event at the fair was the international cookery competition in which 60 cooks from nine countries took part. The aim of this competition was to show what can be prepared from fish and shellfish as well as introducing ideas for good industrial products.

Trade Information

Increased weight limit for overseas parcels

Post Office parcels weighing up to 44 lb. can now be sent to over 100 overseas countries including the United States and the Continental EEC countries. For virtually all these countries the new weight limit will apply to both air and surface parcels.

The new 44 lb. weight limit will be available as follows:

Europe	all countries except Portugal and Eire
The Americas	USA
	nearly all South American countries
	most Central American countries
	parts of the West Indies
The Middle East	nearly all countries
Asia	USSR, India, China, Taiwan
Australasia	Australia

The new weight limit will not, for the time being, be available to, notably, Canada, Japan, South Africa and New Zealand. This is because these postal administrations are not at present able to handle heavier parcels in their internal postal system. The 44 lb. parcel service is intended for regular consignments.

Posting arrangements for heavier parcels will have to be specially agreed with local Head/District Postmasters. The maximum weight for overseas parcels posted over Post Office counters will remain at 22 lb.; in most cases heavier parcels will be accepted at Post Office sorting offices or, if there are sufficient numbers, they will be collected. Further details are available from: Postal Marketing 4, Freepost, Postal Headquarters, St. Martins-le-Grand, London EC1B 1HQ.

Overseas surface parcel postage rates

Some overseas surface parcel postage rates will be increased on Monday, 7 October. The Post Office states that less than half of the overseas surface routes will be affected, and the changes will represent less than a 3 per cent increase overall. There will be no increase to over a hundred countries, including the United States of America, Canda, New Zealand, South Africa and most European countries. Some increases will affect only the heavier parcels – for example, 5p on the £4.30 rate for a 22 lb. parcel to Australia. Parcels weighing 33 lb. and 44 lb. are not affected.

Air parcel rates remain unchanged to all countries. Nor are there any changes in other overseas postage rates.

The Post Office says that although parcel rates were increased as recently as 24 June, they have been faced with further increases in payments to overseas mail carriers and to overseas post offices for handling and delivery. Postal administrations may revise their charges for handling each other's parcels twice yearly (on 1 January and 1 July), and nowadays mail carriers are revising their charges about as frequently.

The Post Office statement says: 'We have not, in the past, adjusted parcel postage rates at regular frequent intervals to reflect these increasing external costs, and the postage increases, when they have come, have been correspondingly steeper. In future we aim to review our external parcel costs route by route at six-monthly intervals and, where necessary, to adjust our prices in April and October. The increase on 7 October (the first Monday of the month) is the first of these regular revisions. We hope that our customers will prefer the new system . . .

'Full details of these new rates are contained in issue 2/74 of the Overseas Postage Rates Compendium. Copies may be obtained from your local Head/District Postmaster.'

New telephone numbers for departmental headquarters

From 7 October, direct dialling will be possible to 1 Victoria Street, the London headquarters of the Department of Industry, the Department of Trade and the Department of Prices and Consumer Protection. This means that callers will be able to dial the exchange number – which will now be 01-215 – followed by any particular extension. For example, callers wishing to speak to the EEC Information Unit have had, up to now, to dial 01-222 7877 and ask to be put through to extension 4301. From 7 October they can dial the new access number 01-215 and follow this by dialling 4301. For operator assistance the number will be 01-215 7877.

British commercial interests in Cyprus

The Turkish Cypriot authorities made the following announcement on 12 September.

'It is hereby notified for general information that the Autonomous Cyprus Turkish Administration has under its Decision No. 5523 dated 27 August 1974, decided that the provisions for the Companies Law (Cap. 113) and the Partnership Law (Cap. 116) shall be applied to all kinds of companies and partnerships or businesses functioning or carrying on business in the Turkish controlled areas, notwithstanding that they have already been registered by or at any other Authority or Office, and that all such companies or partnerships or businesses must immediately and in any case not later than one month from today comply with the provisions of the said Laws, by applying to the Turkish Official Receiver and Registrar's Office, Nicosia. Those who fail to comply with the provisions of these laws shall have to suffer the legal consequences envisaged therein.'

Circumstances in Cyprus are such that it is by no means certain that the companies concerned will be able to comply with this requirement. There is therefore a danger that British interests in any such companies may go by default.

Any British shareholders in companies affected by this move are advised to inform the Turkish authorities of their interest. Details should be sent c/o the British High Commission, Commercial Department (address below), Nicosia, as soon as possible.

Commercial Department: new address

The Commercial Department of the British High Commission in Cyprus has moved to new offices at Charalambides Building (Fourth Floor), Grivas Dhigenis Avenue, Nicosia (tel. 49791/2/3), Telex 2208, a/b UKREPNIC). **CRE ext. 5338**

Applications for temporary exemption from import duty

The Department of Trade is considering applications for the temporary exemption from import duty of the materials listed below on the grounds that these materials are not made in this country or the Commonwealth or the supply available from these sources is not substantial having regard to the existing United Kingdom demand.

Representations are invited from manufacturers in this country or agents of Commonwealth manufacturers who consider they are, or will be within a reasonable period, in a position to supply a substantial proportion of the United Kingdom demand for these materials, or who are interested in their future production.

Temporary exemptions come into effect on the operative date of the Treasury Order in which the materials are specified and normally continue until the end of the current calendar year, when they are reviewed.

Interested parties who wish to make representations should address them to Tariff Division, Department of Trade, Kingsgate House, 66-74 Victoria Street, London SW1E 6SJ, preferably through a Trade Association, giving the respective reference shown below and stating whether their names may be passed to the applicants for temporary exemption. Representations should be received by 17 October.

Tariff heading	Proposed definition for tariff purposes	Applied for as	Exemption required until	Reference
29.14	2-Ethylhexanoic acid	As in previous column	31 December 1975	10378
39.02	Polystyrene, colourless, transparent, in forms covered by Note 3(b) to Chapter 39	Crystal polystyrene	31 December 1975	14918
73.12	Hoop and strip of iron or steel, hot rolled, but not coated or otherwise worked, of a thickness not less than 1.90 mm. and not more than 5.00 mm.	Hot rolled strip	31 December 1974	14929

Duty remission on aircraft and aircraft parts

Trade and Industry of 3 January 1974 (pages 12-15) carried an article explaining the modified arrangements for remitting import duty on aircraft and aircraft parts. The reference in the article to parts for servicing imported aircraft of an empty weight exceeding 2,000 kg. but not exceeding 15,000 kg. is inaccurate and requires amending.

The duty suspension for the parts described in Annex 2, in so far as they refer to headings 84.06 and 88.03 or sub-headings 84.08 A, B or D, apply only to parts for aircraft or helicopters imported from the Community; they do not extend to parts for aircraft or helicopters imported from outside the Community. HM Customs and Excise Tariff, part 12 B IV describes the correct position as laid down in the Import Duties (Temporary Reductions and Exemptions) (No. 4) Order 1973, SI 1973 No. 2219.

Notice to importers: imports of bananas from the Dollar Area

To offset expected shortfalls in supplies of fresh bananas to the United Kingdom from other sources, a supplementary quota of 16,000 tons has been established for imports from the Dollar Area.

In order to ensure continuity of imports, the Department's Import Licensing Branch will allocate the supplementary quota among existing licence holders, having regard to the use they made of their allocations under the 1973/74 quota arrangements. Import licences will be issued to importers against their allocations only for those amounts for which they can produce evidence of a firm contract with the overseas suppliers. Licences issued under these arrangements will not be valid after 30 September 1975.

The Dollar Area, as defined in the Open General Import Licence, means Bolivia, Canada, Colombia, Costa Rica, Cuba, Dominican Republic, Ecuador, El Salvador, Guatemala, Haiti, Republic of Honduras, Liberia, Mexico, Nicaragua, Panama, the Philippines, the United States of America and Venezuela.

Tariff quotas for certain nylon 6 yarns

An Order – the Import Duties (Quota Relief) (No. 6) (Amendment) Order 1974, SI No. 1610 of 1974 – has been made extending the tariff quotas for polyamide 6 yarns of tariff subheadings 51.01 A and 51.02 AI which were originally opened by SI No. 1145 of 3 July 1974, for a further period from 30 September to 15 November 1974. Details of these quotas, one of which allows for duty-free imports of these yarns from other Member States of the EEC and the other for imports at a reduced duty rate of 9 per cent from all sources, were given in *Trade and Industry* of 11 July 1974, page 77.

The quotas are intended for those who depended for nylon 6 continuous filament yarn on raw material manufactured at Flixborough, and had their supplies from that source cut off as a result of the explosion.

(Tariff quotas provide for the import of specified amounts of goods at reduced tariff rates. Goods in excess of the tariff quota are charged the normal rate.)

Any general inquiries about this Notice should be directed in the first instance to Tariff Division 2 of the Department of Trade, Room 333, Kingsgate House, 66-74 Victoria Street, London SW1E 6SJ.

Taiwan: imports of woven cotton and polyester cotton textiles

It has come to the notice of the Departments of Trade and Industry that the Taiwanese authorities have issued export certificates in respect of woven cotton and polyester cotton textiles in excess of the combined quota levels for 1974 as detailed in *Trade and Industry* of 8 November 1973.

In these circumstances the Department of Trade will not be able to continue to issue automatically import licences under the 1974 arrangements against export certificates provided by the Taiwanese authorities. Importers with outstanding orders made prior to 27 September 1974 and covered by a Taiwanese export certificate but who have no United Kingdom import licence for the goods should send details of these orders, copies of letters of credit, and the date the goods are expected to arrive in the UK to the Department of Industry, Chemicals and Textiles Division, 20th Floor, Area A, Millbank Tower, Millbank, London SW1P 4QU.

Zaire: Ali and Foreman fight

Trade and Industry of 6 June 1974 advised that, because of the Ali versus Foreman world heavyweight fight on 25 September, hotel bookings between 10 and 30 September would be impossible to obtain. It has now been officially announced that the fight has been postponed to either 22 or 29 October and the same difficulty over hotel accommodation will be experienced during that period. **CRE ext. 5334/3338**

ECGD news

☐ New whole turnover guarantees to be introduced next year

The Export Credits Guarantee Department is circulating to its 12,000 policyholders specimen copies of new whole turnover guarantees which will come into force on 1 April 1975.

New factors introduced are separate guarantees for short- and extended-term business (the second, covering credit over 180 days, is not available without the first) and a single premium rate on each policy for short-term business on all markets (countries were previously graded and premium varied according to the market grading).

Simpler procedures, including automatic annual renewal and incorporation of variations to the standard cover into the basic policy, will reduce the administrative work involved.

☐ Regional reorganisation completed

With the move of its North London Office to Tottenham on 30 September, the Export Credits Guarantee Department completed its regional reorganisation programme which has been phased over a two-year period.

The number of offices has been reduced from 20 to 10. But the responsibilities of the new offices have been significantly increased while continuing to promote ECGD's principal contact with exporters; they have also undertaken important executive functions previously exercised from headquarters. The purpose of the reorganisation is to provide a more immediate and direct service to exporters.

The new North London Office covers, in addition to north London, south Essex, south Hertfordshire, south Buckinghamshire and parts of Berkshire and Surrey. The director of the office is Charles Gentry. The address is 593-599 High Road, Tottenham, London N17 7SW (tel. 01-808 5001).

The branch office in Old North Street, Red Lion Square, London WC1 closed on 27 September.

☐ Further credit for Swedish shipyard

The ECGD has guaranteed a loan of £1.3 million by Midland Bank to help finance the purchase from UK suppliers of ships' equipment and sundry capital goods by Kockums Mekaniska Verkstads A/B, Sweden.

This is the second line of credit given by Midland Bank with ECGD backing to Kockums. The first credit, agreed last year, was for £1 million, later increased to £1.5 million, and was fully used. Repayment of the loan will be over four years for contracts between £50,000 and £100,000 and over five years for contracts over £100,000.

Exporters interested in the facility should contact A. N. Collins, ECGD (tel. 01-606 6699 ext. 7335), or K. J. Clark, Midland Bank (01-606 9911 ext. 3507).

Poland and Turkey sign trade agreement and liquidation protocol

In order to promote and expand trade relations between the two countries, the Governments of Poland and Turkey signed a trade agreement in Warsaw on 23 April 1974. The agreement is to remain in force for one year.

At the same time, they signed a liquidation protocol covering payments made between the two countries. The protocol was agreed in accordance with the 1948 trade and payment agreements.

Tunisia: trade agreements with Egypt, Libya, and Austria

The Tunisian *Official Journal* has published information on trade agreements with Egypt, Libya and Austria.

Tunisia and Egypt

The Tunisian *Official Journal*, 14 June 1974, announced the ratification of a trade agreement between Tunisia and Egypt.

The agreement provides that goods either imported or exported between Tunisia and Egypt will benefit from the minimum tariff and customs duties. Products originating in and coming from Egypt will benefit from the global quota regulations in force in Tunisia.

The benefit by Egypt of bilateral quotas for certain Egyptian exports to Tunisia include raw cotton, rice, sugar, woven yarns, steel plates, electrical refrigerators, steel tubes, medicaments, confectionery, books and newspapers, records, and films.

Imports into Egypt from Tunisia will include olives, dates, wine, paper, marble, zinc, buses, books, journals, cork, wool, copper, and lead.

An unofficial translation is available on request.

Tunisia and Libya

The Tunisian *Official Journal*, 27 August 1974, published the text of the tariff and trade agreement signed on 6 June 1973 between Tunisia and Libya.

A list of products originating in Libya which may be imported duty free into Tunisia and a list of products originating in Tunisia which may be imported duty free into Libya have been established.

An unofficial translation of both lists is available to British exporters on request.

Tunisia and Austria

The Tunisian *Official Journal*, 14 June 1974, announces the further extension for a period of one year from 1 May 1974 of the trade agreement of 14 September 1961 between Tunisia and Austria. The agreement provides for:

a The reciprocal freeing from quota restrictions of certain goods traded between Austria and Tunisia, including

from Austria into Tunisia: livestock, dairy products, fertilisers, rubber, glass products, iron and steel products, drills, engines, machines and equipment, industrial, agricultural, irrigation and medical equipment, pencils, printing machinery, and tools;

from Tunisia into Austria: fish, vegetables, fruit, almonds, confectionery, olives, leather, wool, cork, phosphates, zinc ore, copper, iron, asparagus, preserves, hyperphosphates, lead, carpets, petroleum, and handicrafts.

b The extension by both parties to the other of the provisions of certain of their global quotas

c The extension by both parties to the other of bilateral quotas.

An unofficial translation is available on request.

OTAR ext. 420/475

Australia and New Zealand: devaluation

On 23 September 1974 the Australian and New Zealand Governments announced devaluation of their currencies by 12 per cent and 9 per cent respectively. CRE 36473

CRE ext. 5841

Tariff and Trade Notices

Irish Republic

Motor vehicle quotas

The Department of Industry and Commerce in Dublin has announced that arrangements are in hand concerning import quotas for motor vehicles entering the Irish Republic during 1975. The number of vehicles has not yet been finally determined, but applications (to be submitted to the Department of Industry and Commerce, Motor Vehicle Section, Kildare Street, Dublin 2, not later than 31 October 1974) are invited from authorised import agents to participate in the quota. **OTAR ext. 466/467/288**

Netherlands

Textile Products Decree

Textile Products Decree (Commodity Law) of 19 July 1974 (*Staatsblad* 512) was published on 12 September 1974 and comes into force on a date yet to be fixed. It takes into account EEC Directive 71/307/EEC. Copies of the decree (in Dutch) are available. An English translation should be available in about a month's time. Applications from British exporters for copies should be addressed to OTAR Section, Export House. **OTAR ext. 288/466/467**

Coffee and tea: food regulations

A decree of 23 July 1974 (*Staatsblad* 513), published on 12 September 1974, amends both the Coffee Decree (Commodity Law) and the Tea Decree (Commodity Law). Copies of the new decree (in Dutch) are available. An English translation (excluding the annexes) should be available in about a month's time. Applications from British exporters for copies should be addressed to OTAR Section, Export House. **OTAR ext. 288/466/467**

Italy

Changes in value added tax rates

Italian Decree-Law no. 254 (*Gazzetta Ufficiale*, 8 July 1974) which introduced changes in the categories of goods attracting value added tax, has now (with amendments) become Law no. 283, published in the *Gazzetta Ufficiale*, 28 August 1974.

The following is a summary of the goods affected:

The rate on all luxury goods is increased from 18 per cent to 30 per cent. This includes whisky and gin, furs, cosmetics, tape recorders, receivers combined with sound recorders or reproducers, photographic and cinematographic equipment, and luxury style boats.

The rate on beef excluding offal is increased from 6 per cent to 18 per cent.

Further information will be published at a later date.

Copies of the Italian legislation are obtainable from OTAR Section, Export House. **OTAR ext. 466/467/482**

Iceland

Import deposit: phasing out

The Icelandic Government has announced the phasing out by the end of the year of the 25 per cent import deposit on the fob value of goods imported on credit. The deposit will be 15 per cent in October, 10 per cent in November and 5 per cent in December. The rate of interest allowed from 9 September is 5 per cent.

OTAR ext. 460/461

Sales tax increases

The Icelandic Government increased the rate of sales tax by 2 per cent to 19 per cent (20.9 per cent if the importer is the end user) on 1 October 1974. Unless renewed the tax will revert to 17 per cent (18.7 per cent) on 28 February 1975. **OTAR ext. 460/461**

Portugal

Tariff amendments

Portuguese *Diario do Governo* No. 201, 29 August 1974, published decree law 401/74 which authorised the following amendments to the Portuguese import tariff:

1 Goods falling within BN headings 73.25.02 and 76.16.03 have been transferred to 73.25.03 and 76.16.04 respectively.

2 The following items have been introduced into the import tariff:

			Maximum tariff	Minimum tariff
73.25.02	Cables for pre-stressed structures	tonne	160.00	52.00
76.16.03	Washers	kg.	4.00	0.80

Goods falling within these headings of EFTA origin or originating in the UK or Denmark and qualifying for preferential treatment under the Portuguese/EEC Free Trade Agreement may enter Portugal duty free, while those originating in the EEC (Six) and the Irish Republic will qualify for the reductions detailed in the above agreement. **OTAR ext. 460/461**

Phosphoric acid: drawback of import duty

Portuguese *Diario do Governo* No. 199, published Order 530/74 of 27 August 1974, which authorises the import under drawback of

Further information

In many cases further information on the notices published on these pages is available to British exporters from the Department of Trade. The main branches concerned are: Commercial Relations and Exports (CRE) Divisions, 1 Victoria Street, London SW1H 0ET (tel: 01-222 7877)*; and Overseas Tariffs and Regulations Section (OTAR), Export Data Branch, Export Services and Promotions Division, Export House, 50 Ludgate Hill, London EC4M 7HU (tel: 01-248 5757). In each case, the relevant information source is indicated at the end of the notice by its initials (OTAR or CRE) and the appropriate telephone extension number. In the Tariff and Trade Notices section countries are grouped by continents as far as possible; they are listed alphabetically on the contents page. * From 7 October: see page 26

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phosphoric acid containing approximately 50 per cent phosphoric anhydride for the manufacture for export of superphosphates of various phosphoric anhydride concentrations and of compound fertilisers containing superphosphates of a 42 per cent phosphoric anhydride concentration. Each import consignment must be approved by the Inspectorate-General for Agricultural and Industrial Products. The level of refund and other conditions will be regulated in each case by ministerial order. **OTAR ext. 460/461**

Acrylic products: duty exemptions

Portuguese *Diario do Governo* No. 201, 29 August 1974, published decree law 403/74 which temporarily exempts from import duty goods falling within the following BN headings and imported exclusively for use in production:

56.01	Man-made fibres (discontinuous), not carded, combed or otherwise prepared for spinning: 02 Synthetic textile fibres other than polyester
56.02	Continuous filament tow for the manufacture of man-made fibres (discontinuous): 02 Of synthetic textile fibres other than polyester
56.04	Man-made fibres (discontinuous or waste), carded, combed or otherwise prepared for spinning: 02 Synthetic textile fibres other than polyester

Exemption is subject to the approval of the Inspectorate-General for Agricultural and Industrial Products. **OTAR ext. 460/461**

Spain

Cellulose: customs tariff modifications

The Spanish *State Gazette*, 16 September 1974, announced modifications to tariff heading 39.03 (regenerated cellulose, cellulose nitrate, cellulose acetate and other cellulose esters, cellulose ethers and other chemical derivatives of cellulose, plasticised or not) as follows:

Tariff no.	Description	Import duty
39.03.A	Regenerated cellulose	28%
39.03.B	Cellulose nitrates:	
39.03.B.1	Not plasticised	29%
39.03.B.2	Plasticised	
39.03.B.2.a	Celluloid	16.5%
39.03.B.2.b	Other	29%
39.03.C	Cellulose acetates:	
39.03.C.1	Not plasticised	
39.03.C.1.a	With an acetylation index exceeding 60% expressed in combined acetyc acid	1%
39.03.C.1.b	With an acetylation index of 60% or lower expressed in combined acetyc acid	10%
39.03.C.2	Placticised:	
39.03.C.2.a	In one of the forms mentioned in Note 3(A) and (B) to this chapter	25%
39.03.C.2.b	Other	29%
39.03.D	Cellulose acetobutyrate and propionate:	
39.03.D.1	Not plasticised	1%
39.03.D.2	Plasticised:	
39.03.D.2.a	In one of the forms mentioned in Note 3(A) and (B) to this chapter	1%
39.03.D.2.b	Other	20%
39.03.E	Other cellulose ethers:	
39.03.E.1	Not plasticised	20%
39.03.E.2	Plasticised	29%
39.03.F	Cellulose ethers and other chemical derivatives of cellulose	
39.03.F.1	Not plasticised:	
39.03.F.1.a	Carboxymethyl cellulose	16.5%
39.03.F.1.b	Ethyl cellulose, hydroxiethyl cellulose and ethylhydroethyl cellulose	1%
39.03.F.1.c	Other	16.5%
39.03.F.2	Plasticised	20%
39.03.G	Vulcanised fibre	20%

OTAR ext. 462/471/472/473

Home compensation tax

The Spanish *State Gazette*, 19 September 1974, announced a reduction to 1.5 per cent in home compensation tax levy, valid until 31 October 1974, on the following:

Tariff no.	Description
10.03.B	Barley (other)
10.04.B	Oats (other)
10.07.B.2	Grain sorghum
ex 10.07.B.2	Millet

OTAR ext. 462/471/472/473

The Spanish *State Gazette*, 24 September 1974, announced a reduction in home compensation tax levy to 1.5 per cent, valid until 23 November 1974, on newsprint, tariff heading 48.01.A.1 (formerly 48.01.D.3.c.I) imported under the duty-free quota.

OTAR ext. 462/471/472/473

Capital goods: additions and deletions

The Spanish *State Gazette*, 11 September 1974, announced the following additions and deletions to the capital goods list of the Spanish customs tariff, imported at a concessional rate of 5 per cent import duty subject to the importer making application to the Spanish Ministry of Commerce.

Tariff no.	Description	Valid until
ADDITIONS		
84.37.A	Shuttle-less looms for narrow fabrics with 12 or more adjacent heads and those having two heads with straight insertion or with circular insertion and retention by needles, operating at more than 2,000 courses per minute, or with circular insertion and retention by bobbins	10 Sept. 1976
84.37.B.1.b	Looms of the Raschel type, specially designed for the manufacture of fishing nets, with a useable width of more than 2,500 mm.	10 Sept. 1976
84.44.A.2 and others	Reciprocating roller for cold-rolling of tubes, with reduction gear, hydraulic and lubrication systems and electrical controls, but without motors	10 Sept. 1976
84.45.C.13	Machines for drawing metal tubes into bobbins, by means of a drum suspended on a vertical shaft, together with feed and removal devices	10 Sept. 1976
84.59.K	Friction welding machines with a power of 40 TM	10 Sept. 1976
85.22.B.3	Automatic machinery for ion implantation in silicon wafers or discs	10 Sept. 1976
87.03.C	Special vehicles for locating and measuring leaks in fluid pipes by electronic means, including their transducers	10 Sept. 1976
DELETIONS		
84.44.A.2 and others	Reciprocating roller for cold-rolling of non-ferrous tubes with reduction gear, hydraulic and lubrication systems and electrical controls, but without motors	

The Spanish *State Gazette*, 24 August 1974, announced the following additions to the capital goods list:

Tariff no.	Description	Valid until
ADDITIONS		
ex 84.45.C.1	Numerically-controlled lathes other than vertical and facing lathes of less than 6,500 kg.	19 Aug. 1976
ex 84.45.C.1.a.1	Automatic horizontal lathes with multi-spindle workholder head	19 Aug. 1976
ex 84.45.C.1.a.2	Automatic single-spindle revolving turret horizontal lathes of more than 3,000 kg. and other automatic single-spindle horizontal lathes of more than 3,800 kg.	19 Aug. 1976
ex 84.45.C.1.d	Automatic vertical lathes, other than those with numerical control	19 Aug. 1976

The full texts in Spanish are available from OTAR Section.

OTAR ext. 462/471/472/473

Battery operated calculating machines: tariff modification

The Spanish *State Gazette*, 20 September 1974, announced a modification to the Spanish customs tariff as follows:

Tariff no.	Description	Import duty
84.52.A	Calculating machines:	
1	Electronic:	
a	Battery operated (suitable or not to be connected to the mains)	20% with a minimum of 2,000 pesetas per unit

No duty will be levied on electronic calculating machines, battery operated, suitable or not to be connected to the mains, with four or more operative memories, transcendent function and variable comma.

OTAR ext. 462/471/472/473

Newsprint and kraft papers

The Spanish *State Gazette*, 11 September 1974, published decree 2492/1974 which gave a new definition for newsprint as follows: The applicability of heading 48.01.A.1 (newsprint) is subject to such paper utilised by the daily press (including the 'Hoja del Lunes') and to the paper being uncoated with a smoothness index not exceeding 130 seconds as measured on BEKK apparatus. This decree also confirms the GATT import duties of 4 per cent for special kraft papers to be used for abrasive backing (tariff heading 48.01.G.2.c).

OTAR ext. 462/471/472/473

Lebanon

Tariff amendments

The Lebanese authorities have issued the following amendments to the customs tariff:

Tariff no.	Description	Rate of duty
41.09	Parings and other waste, of leather or of composition or parchment-dressed leather, not suitable for the manufacture of articles of leather; leather dust, powder and flour	Free
41.10	Composition leather with a basis of leather fibre, in slabs, sheets or rolls	36% *ad val*
60.04	Under garments, knitted or crocheted, not elastic nor rubberised	
53	e of flax or ramie	40% *ad val.*
60.05	Outer garments and other articles, knitted or crocheted, not elastic nor rubberised	
53	e of flax or ramie	40% *ad val.*
61.03	Men's and boys' under garments, including collars, shirt fronts and cuffs	
52	e of flax or ramie	40% *ad val.*
61	f other	28% *ad val.*
73.10	Bars and rods (including wire rod) of iron or steel, hot rolled, forged, extruded, cold formed or cold finished (including precision made); hollow mining drill steel	
22	b Bars with a round cross-section of a diameter of 90 mm. or more, intended for rolling or re-rolling	Free
31	c other	5,000 piastres per 1,000 kg. but not less than 17% *ad val.*

OTAR ext. 420/475

Colza seed and oil: import banned

The Lebanese Minister of Public Health has issued a decision banning the import of colza seeds, colza seed-cake and colza oil on the grounds that these products are considered detrimental to human and animal health. **OTAR ext. 420/475**

Morocco

Alcoholic beverages: duties increased

The Moroccan *Official Bulletin*, 10 July 1974, announced increases in import duty rates as follows:

BN no.	Description	Import duty percentage
22.05	Wine of fresh grapes; grape must with fermentation arrested by the addition of alcohol:	
A	Sparkling wine of an actual alcoholic strength of less than 8.5° put up in closed packings and having an excess pressure of not less than 3 atmospheres at a temperature of 20.5°C.	No change
B	Wine in bottles with 'mushroom' corks held in place by ties or fastenings and wine in other containers having an excess pressure of not less than 1 atmosphere but less than 3 atmospheres measured at a temperature of 20°C.	No change
C	Other:	
	i Of an actual alcoholic strength not exceeding 12°	120
	ii Of an alcoholic strength of more than 12° but not exceeding 15°	
	a Wines (other than liqueur wines and the like) obtained exclusively by the fermentation of fresh grapes or the juice of fresh grapes	120
	b Liqueur wines and mistelles (fresh must with fermentation arrested by the addition of alcohol) obtained exclusively by the fermentation of fresh grapes or the juice of fresh grapes	180
	iii Of an actual alcoholic strength of more than 15° but not exceeding 18°:	
	a as ii(a)	120
	b as ii(b)	180
	iv Of an actual alcoholic strength of more than 18° but not exceeding 22°:	
	a as ii(a)	120
	b as ii(b)	180
	v Of an actual alcoholic strength of more than 22°	180
22.06	Vermouths and other wines of fresh grapes flavoured with aromatic extracts	180
22.07	Other fermented beverages (for example cider, perry and mead)	120
22.09	Spirits (other than those of heading no. 22.08); liqueurs and other spirituous beverages; compound alcoholic preparations (known as 'concentrated beverages') for the manufacture of beverages:	
A	Ethyl alcohol or neutral spirits, undenatured, of a strength of less than 80°	120
B	Compound alcoholic preparations (known as 'concentrated extracts') for the manufacture of beverages	120
C	Spirituous beverages	180

These changes took effect on 15 July 1974. **OTAR ext. 420/475**

CRE Commercial Relations and Exports Divisions
Department of Trade
1 Victoria Street, London SW1H 0ET
Tel. 01-222 7877 (from 7 October: see page 26)

OTAR Overseas Tariffs and Regulations Section,
Export Data Branch
Export Services and Promotions Division
Department of Trade
Export House, 50 Ludgate Hill, London EC4M 7HU
Tel. 01-248 5757

Tunisia

Prohibited imports

The Tunisian *Official Gazette*, 28 June 1974, announced that the Ministers of Finance and National Economic Affairs have ruled that the following items are now prohibited imports.

ex 15-15	Beeswax and other insect waxes whether or not coloutred beeswax
73-10	Bars and rods (including wire rod) of iron or steel, hot rolled, forged extruded, cold-formed, or cold finished (including precision made). A wire rod B other
73-14	Iron or steel wire, whether or not coated, but not insulated
38-11	A Aerosol insecticide sprays

An unofficial translation is available on request.

OTAR ext. 420/475

Kraft paper: duty reduced

The Tunisian *Official Gazette*, 17 June 1974, announced that the rate of customs duty on the import of kraft paper and paperboard (no. BS4810C) has been reduced from 32 per cent to 6 per cent until 31 December 1974. An unofficial translation is available on request.

OTAR ext. 420/475

Ghana

Budget (Supplementary Provisions) Decree 1974

The following notice was published in the *Ghana Gazette*, 30 August 1974 and came into force on August 27.

1 Unless the Commissioner responsible for Finance otherwise directs by notice published in the *Gazette*, all departments of State and all statutory corporations shall, notwithstanding anything to the contrary in any other enactment, be deemed to be liable to pay import duty, excise duty, sales tax and vehicle purchase tax imposed by any enactment.

2 (1) The Customs and Excise (Amendment) Decree (NRCD 215) is hereby repealed.

(2) With effect from 23 August 1974, the Second Schedule to the Customs and Excise Decree 1972 (NRCD 114) shall be deemed not to have been amended by Section 1 of the Customs and Excise (Amendment) Decree 1973 (NRCD 215).

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Pye Telecommunications Ltd. has won a £350,000 contract to update and expand communications equipment at the Sierra Leone international airport at Lungi. Following negotiations in Sierra Leone over the last 18 months by Pye's area manager for West Africa, G. Lee, a party of senior Government officials visited the company at Cambridge recently to finalise the agreement. The original equipment was supplied by Pye in 1966. The new agreement will incorporate modern control facilities, the latest Pye ground to air equipment, extended range ground to air equipment and extended range VHF to link with Conakry in neighbouring Guinea. A new remote transmitter site is being fully equipped. The Sierra Leone party included the Honourable E. J. Kargbo – Minister of Transport and Communications, seen signing the contract with Ian Dalgleish, Pye Telecommunications' marketing manager. Watching left to right are R. R. Wright – Director of Civil Aviation, D. Woode – Permanent Secretary, Ministry of Transport and Communications and Derek Palmer, regional marketing manager, Pye Telecommunications.

3 (1) The Hotels and Restaurants (Taxation) Decree 1973 (NRCD 221) is hereby repealed and shall be deemed never to have had effect.

(2) The Hotels and Restaurants (Taxation) Decree 1973 (NRCD 198) shall continue in force.

4 The Budget (Supplementary Provisions) Decree (NRCD 214) is hereby repealed. **OTAR ext. 473/472/471/462**

Import licensing

Telegraphic information has been received from the British High Commission in Accra of the following notice to importers:

General Notice to Importers No. 419: With effect from 20 September 1974, the face value of all import licences issued for the import year 1974 (1 January-31 December inclusive) and in respect of which no letters of credit have been opened is reduced by 50 per cent. **OTAR ext. 473/472/471/462**

South Africa

Tariff application

Customs Tariff Application List No. 641, published in the South African *Government Gazette* of 20 September 1974 contains an application to the Board of Trade and Industries for increase in duty on: aluminium angles, shapes, sections, bars, rods, plates, sheet, strip, circles, foil, tubes, pipes, bars, slugs, powders and flakes.

Those British trade organisations thought to be interested in the application are being informed. Any British firm affected which wishes to make representations to the South African Board of Trade and Industries and belongs to a trade organisation should, therefore, first contact its own trade association.

If any firm proposes to make independent representations to the South African authorities and requires further information concerning the application, it should address inquiries to the Commercial Relations and Exports department. **CRE ext. 5274**

Tariff changes

The following amendments were published in the South African *Government Gazette*, 6 September 1974:

R1575 BN 61.01, 6102, 61.03, 61.04, 61.07 and 61.09: The duty on men's, boys', women's and girls' outer garments and under garments, not knitted or crocheted, and on ties, bow ties, cravats, brassieres, suspender-belts and roll-on girdles is amended.

R1576 BN 67.04:
1 The heading to tariff heading 67.04 is amended as a result of an amendment to the Brussels Nomenclature.
2 Specific provision is made for wigs and for artificial hair in fringe form and the duty thereon is amended from 20% to 20% or 150c. each less 90% of the fob price and 20% or 950c. per kg. less 80% of the fob price respectively.

R1577 BN 67.04: The wording of sales duty item 142.00/67.04 is amended as a result of an amendment to the Brussels Nomenclature.

INDUSTRIAL REBATES

R1578 BN 51.04: The expression 'infants' garments' is defined for the purposes of item 311.22.

GENERAL REBATES

R1579 Provision is made for a partial rebate of duty on certain bonded fibre fabrics and similar bonded yarn fabrics in such quantities and at such times as the Secretary for Industries may allow by specific permit.

The following amendments were published in the South African *Government Gazette*, 13 September 1974:

R1610 BN 39.01 and 84.49:
1 Specific provision is made for polybutylene terephthalate resins and for polyether resins. The duty on polybutylene terephthalate resins is reduced from 20% to free.
2 The provisions for polycarbonate and polyehthylene terephthalate resins, in blocks, lumps, powders and similar bulk forms, are extended to cover polycarbonate and polyethylene terephthalate resins in other bulk forms.
3 The rate of duty on chain saws is reduced from 10% to free.

R1611 BN 84.15: The provisions for certain refrigerating equipment are redrafted.

ANTI-DUMPING DUTIES

R1612 BN 39.01 and 73.32: The provisions for an ordinary anti-dumping duty on polycarbonate and polyethylene terephthalate resins, in forms other than in blocks, lumps, powders and similar bulk forms as well as on polybutylene therephthalate resins and wing nuts, are withdrawn.

INDUSTRIAL REBATES

R1613 BN 27.07: The provision for a rebate of duty on solvent naphtha for the manufacture of soap, detergents and candles is extended to cover all hydrocarbon solvents classifiable under tariff heading 27.07.

OTAR ext. 471/472/473/462

Natural and artificial sweeteners in foodstuffs

The South African *Government Gazette* 4383, 13 September 1974, carries details of amendments, under the Foodstuffs, Cosmetics and Disinfectants Act, to the regulations on the use of natural and artificial sweeteners in foodstuffs. **OTAR ext. 471/472/473/462**

Indonesia

Reduction of import duty and import sales tax on certain medicine materials

The Indonesian Government has announced changes in the import duties payable on certain medicine materials under BTN heading 13.03.99 and Chapter 29, as follows:

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a Where the present import duty is more than 5 per cent, partial exemption is granted so that the amount of the import duty is reduced to 5 per cent. Where the present import duty is 5 per cent or less, there is no change.

b A 50 per cent exemption from import sales tax on these items has also been granted.

The changes took effect on 20 May 1974.

A list of the items concerned may be obtained from OTAR Section, Export Data Branch. **OTAR ext. 469/468/401**

Australia

Budget

The Australian 1974/75 budget presented on 17 September involves a significant shift of real resources from the private to the public sector during a period of increasing unemployment and continued high inflation. The estimated expenditure for 1974/75 will be $A 16,274 million, which is 31 per cent higher than last year. The sectors for which major expenditure increases have been provided are:

1 Education	expenditure	$A 1,535m (+ 78%)
2 Health		$A 1,232m (+ 30%)
3 Economic serivces		$A 1,954m (+ 25%)
(inc. transport and communication		$A 1,120m (+ 29%)
Water supply and electricity		$A 51m (+ 13%)
Advance to National Pipeline Authority of $66m for Moomba-Sydney pipeline construction)		
4 Urban and regional improvement works		$A 394m (+ 173%)
5 Defence		$A 1,499m (+ 12%)
(manpower costs account for 44% of the increase)		

CRE ext. 5318/5319

New customs procedures: computer operation

The Australian Minister of Customs and Excise has announced that new procedures for the clearance of imported cargo are to be tested in November. He said his Department was moving more quickly to a position where all customs formalities would be finalised by computer operation. The objective was for cargo to be cleared before it arrived in Australia. A pilot scheme is to be applied for New Zealand–Australia trade from the Lyttleton–Melbourne roll-on, roll-off service from 1 November 1974. **CRE ext. 5318/5319**

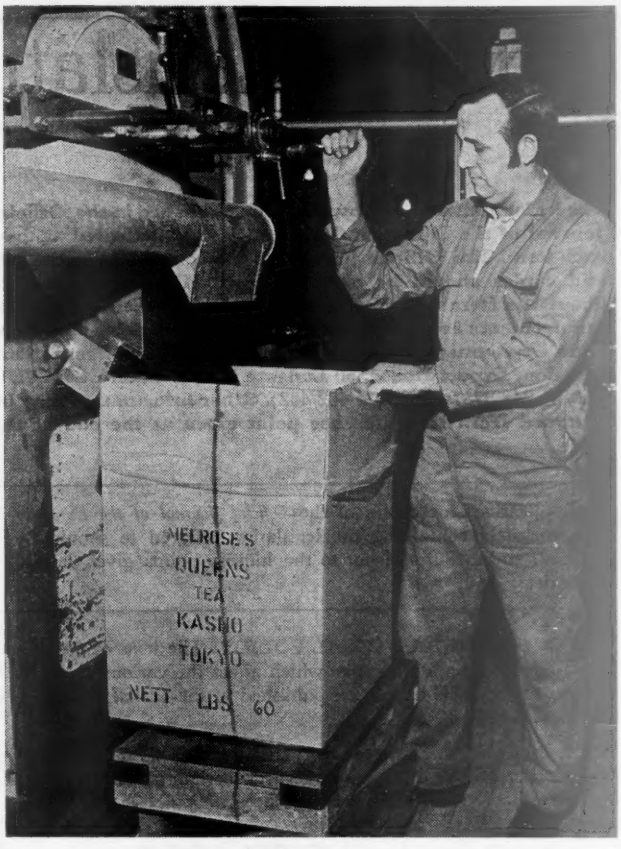
Canada

Tariff changes

The Canadian authorities have amended the Customs Duties Reduction Regulations, resulting in the following changes in the customs tariff:

Tariff item	Description	British preferential tariff	Most favoured nation tariff	General tariff
NEW ITEMS				
43871-1	Ethylene/Methacrylic acid copolymers, ionically cross-linked with mono or divalent metal ions, as described in sub-headings (a) or (c) of heading 93902 and colour masterbatches based on these copolymers, for use in the manufacture of rub strips used as original equipment in the manufacture or motor vehicles Expires 31 October 1975	Free	Free	25%
50730-1	Unfinished lauan mahogany plywood panels, interior grade, not less than 3.6 nor more than 6.35 mm. in thickness, whether or not edge trimmed but not otherwise further manufactured than sanded, for use in the manufacture of overlaid wood-grained or patterned interior wall panelling Expires 31 October 1975	10%	10%	35%
AMENDED ITEM				
56195-1	Yarns, multi-filament, wholly of type 6 nylon, 50 denier per filament, on spools, for use as hair in the manufacture of dolls or toys Expires 31 October 1975	Free	Free	35%

OTAR ext. 455/456/457



One of the firm's most popular blends of tea in Japan – Queen's Orange Pekoe – being taken from the blending machine into a container at the Leith tea warehouse of Melroses Ltd., a Scottish firm of tea merchants joining the Edinburgh Chamber of Commerce trade mission to Tokyo, 30 September to 12 October. Representing the firm on the mission to the Far East is Mr. A. R. Turnbull, export director.

Railway rolling stock: drawback

The Canadian Government has issued regulations on the remission of 99 per cent of customs duty paid in respect of imported articles and materials used in the manufacture of, wrought into, or attached to railway stock, and imported materials, other than fuel or plant equipment, directly consumed in the manufacture or production of railway rolling stock. Claims for remission are to be made to the Canadian customs within two years of the date the railway stock entered international service. More detailed information is available.

CRE ext. 5629

Jamaica

Carbon: Export Industry Encouragement Law

Activated and other carbons made from coconut shells have been declared 'approved products' for the purposes of the Export Industry Encouragement Law 1956.

A notice that consideration was being given to designate these products appeared in *Trade and Industry*, 13 June 1974, page 550. Applications for the status of 'approved product' and 'approved manufacturer' are processed by the Jamaica Industrial Development Corporation, 4 Winchester Road, Kingston 10, Jamaica (PO Box 505). It would be appreciated if firms writing to the Corporation would copy their initial correspondence to the British High Commission, Commercial Department, PO Box 393, Kingston, Jamaica.

CRE ext. 3572

CRE Commercial Relations and Exports Divisions
Tel. 01-222 7877 (extension at end of each notice)
From 7 October: see page 26

OTAR Overseas Tariffs and Regulations Section
Tel. 01-248 5757 (extension at end of each notice)

New EC Legislation

The legislation listed below has been published in the 'Official Journal of the European Communities' as indicated against each item. The 'Official Journal' is now published in English and copies should be obtained from HMSO. Information about the items listed, in so far as other Member States' requirements are concerned, is available to British exporters from Department of Trade, Export Services and Promotions Division, Export House, 50 Ludgate Hill, London EC4M 7HU (tel. 01-248 5757, ext. 4174/482/408). Other information may be obtained from the reference point given at the end of the item.

Applications for copies of the *Official Journal of the European Communities* containing the legislation referred to should be made to HMSO and not to the inquiry points given in the notices.

COMMON AGRICULTURAL POLICY: The texts of the following Regulations and Directive which affect the various agricultural sectors in the EEC have been published in the *Official Journal of the European Communities*.

Milk and milk products. Regulation (EEC) 2352/74 amending Regulation (EEC) 2263/74 as regards certain conditions for the private storage of pecorino remano cheese. (*Official Journal* L251, 14 September 1974)

Regulation (EEC) 2391/74 amending Regulation (EEC) 1975/74 as regards the temperatures for the private storage of Emmentaler and Gruyère cheeses by adding the following sub paragraph to Article 2 (1) (f):

'Where the cheeses to which the contract relates are already matured, Member States may permit a maximum temperature of + 10°C.' (*Official Journal* L255, 20 September 1974)

Beef, veal and pigmeat products. Directive 74/474/EEC implementing Directive 69/73/EEC on inward processing as regards certain beef, veal and pigmeat products. (*Official Journal* L255, 20 September 1974)

CUSTOMS REGULATIONS – COMMUNITY TRANSIT: The *Official Journal of the European Communities* C108, 18 September 1974, contains a list of persons authorised to issue flat-rate guarantee vouchers in respect of Community transit matters (Article 32 of Regulation (EEC) 542/69 on Community transit). This list replaces the one published in *Official Journal* C64, 5 June 1974.
Further information: HM Customs and Excise, King's Beam House, 39-41 Mark Lane, London EC3R 7HE. Tel. 01-626 1515 ext. 2263/2561.

HARMONISATION OF LEGISLATION – GAS METERS: The *Official Journal of the European Communities* C108, 18 September 1974, contains a notice about EEC pattern approvals granted by Member States, published in application of Directive 71/316/EEC on the approximation of the laws of the Member States relating to common provisions for both measuring instruments and methods of metrological control (Annex I, para. 5).
Further information: Department of Energy, Gas Standards, Government Buildings, Saffron Road, Wigston, Leicester LE8 2US. Tel. Wigston 5354.

EEC information – Inquiry points at Customs and Excise headquarters

General inquiries on EEC matters which are the concern of HM Customs and Excise may be made to the following telephone extensions:
HM Customs and Excise, King's Beam House, 39-41 Mark Lane, London EC3R 7HE. Tel: 01-626 1515

		Extn.
Community Transit	International Customs Division D —Branch 1	
	traders A-K	2263
	traders L-Z	2561
European Communities—general inquiries	International Customs Division D —Branch 4	3055
EEC Free Trade Agreements with EFTA countries	International Customs Division E —Branch 4	2385/2165
EEC Mediterranean Agreements, except Greece and Turkey, Anglo-Danish Free Trade Agreement	International Customs Division E —Branch 4	2165
EEC Mediterranean Agreements, Greece and Turkey	International Customs Division D —Branch 2	2561
Anglo-Irish Free Trade Agreement, Channel Islands, Isle of Man	International Customs Division E —Branch 4	2504
Compensatory levies	International Customs Division G —Branch 3	2343/2307
Copies of public notices and customs forms on EEC matters	General Services Division—Unit 4	3079/2069

New telephone numbers for departmental headquarters

From 7 October, direct dialling will be possible to 1 Victoria Street, the London headquarters of the Department of Industry, the Department of Trade and the Department of Prices and Consumer Protection. This means that callers will be able to dial the exchange number – which will now be 01-215 – followed by any particular extension. For example, callers wishing to speak to the EEC Information Unit have had, up to now, to dial 01-222 7877 and ask to be put through to extension 4301. From 7 October they can dial the new access number 01-215 and follow this by dialling 4301. For operator assistance the number will be 01-215 7877.

Direct access is also available from Cromwell House, Dean Stanley Street, London SW1P 3HY, premises of the London and South-East Regional Office and the Eastern Regional Office of the Department of Industry. The access code here is 01-212 followed by the extension number required. For operator assistance ring 01-212 7676.

Statistics

The economy: selected indicators

Series expressed as index numbers and seasonally adjusted except where shown otherwise

	Gross domestic product (average estimate)	Consumers expenditure	Fixed capital expenditure			Changes in stocks				Balance of payments		
			Total	of which: Manufacturing industry	of which: Distributive and service industries	Total	of which: Manufacturing industry	of which: Wholesalers	of which: Retailers	Current balance	Visible balance	Invisible balance
	at 1970 prices		at 1970 prices			at 1970 prices				at current prices		
Base of index	1970	1970	1970	1970	1970							
£m in base year		31,404	9,223	2,130	2,089	series in £ million				series in £ million		
1969	99	98	98	95	92	416		42	33	445	−143	588
1970	100	100	100	100	100	257	324	68	−23	692	−9	701
1971	101	103	100	94	102	−7	−126	52	−4	1,093	285	808
1972	104	109	102	85	115	−394	−205	48	3	114	−677	791
1973	109	114	107	90	121	627	374	32	242	−1,210	−2,375	1,165
1971 4th qtr.	102	105	101	90	103	—	−37	3	17	248	60	188
1972 1st qtr.	101	106	103	90	107	−131	−62	17	−16	71	−121	192
2nd qtr.	104	108	102	84	115	−100	−106	1	38	112	−64	176
3rd qtr.	104	110	102	82	115	−83	−42	6	−13	−116	−284	163
4th qtr.	106	111	102	83	123	−80	7	24	−6	+2	−208	210
1973 1st qtr.	109	115	109	89	126	242	146	11	32	−184	−351	167
2nd qtr.	109	113	102	86	112	188	61	−9	163	−195	−399	204
3rd qtr.	110	114	109	91	120	102	68	6	22	−274	−606	332
4th qtr.	109	114	108	94	124	95	99	24	25	−557	−1,019	462
1974 1st qtr.	106	112	109	98	111	−265	−100	8	−73	−985	−1,286	301
2nd qtr.				99	106		105	38	17	−1,051	−1,361	310
% change last 2 qtrs. on prev. 2 qtrs.	−1.7	+0.1	+2.6	+6.6	−11.1							
on a year earlier	N/C	+3.0	+2.6	+12.9	−8.8							

	Index of industrial production		Personal expenditure		Prices and costs					Labour			Trade§	
	Total all industries	Total manufacturing industries	Retail sales	Cars: new registrations	Index of retail prices	% increase on a year earlier	Index of wholesale prices: all manufacturing industry: basic materials and fuel used‡	Index of wholesale prices: all manufacturing industry: manufactured products: home sales‡	Basic hourly wage rates of manual workers (all industries and services)‡	Unemployed excluding school leavers and adult students: mid-month count	Unemployed excluding school leavers and adult students: % of total employees	Unfilled vacancies for adults: mid-month count	Exports	Imports
				monthly averages	Index‡								monthly averages	
Base of index	1970	1970	1971		Jan 16, 1962		1970	1970	July 31, 1972				Series in	
£m in base year			15,895	thousands						thousands		thousands	£ million	
1970	100.0	100.0	99.0	91.4	140.2	6.4	100.0	100.0	78.5	568	2.5	186	658	659
1971	100.4	99.6	100.0	108.5	153.4	9.4	104.6	109.0	88.9	737	3.2	129	733	709
1972	102.4	102.0	105.8	138.6	164.3	7.1	109.2	114.8	101.4	816	3.6	145	761	818
1973	109.8	110.3	110.7	137.3	179.4	9.2	144.4	123.2*	115.5	581	2.6	304	953	1,151
1972 3rd qtr.	103.0	102.4	107.2	139	165.4	6.5	109.4	115.6	102.2	808	3.6	147	684	779
4th qtr.	105.9	105.7	109.5	144	169.4	7.7	115.6	118.0	107.8	750	3.3	179	871	940
1973 1st qtr.	109.8	109.7	111.8	152	172.4	8.0	126.0	119.5	108.8	667	2.9	228	878	995
2nd qtr.	109.4	109.8	108.0	136	177.9	9.3	133.3	120.1*	112.6	605	2.6	289	931	1,064
3rd qtr.	110.7	111.4	110.5	143	180.2	9.2	150.8	124.2	118.4	562	2.5	334	995	1,197
4th qtr.	109.5	110.4	112.3	119	186.8	10.3	167.6	129.1	120.9	489	2.2	364	1,008	1,348
1974 1st qtr.	103.7	105.8	110.1	103	101.4†	12.9	214.3	138.4	124.9	543	2.4	285	1,124	1,553
2nd qtr.	108.5	109.7	107.1	104	107.5	15.8	215.8	148.9	130.8	552	2.4	309	1,283	1,737
1973 July	110.9	111.5	110.6	147	179.7	9.4	145.3	122.7	116.0	581	2.6	324	961	1,145
Aug.	110.5	111.3	110.8	153	180.2	8.9	152.5	124.1	119.7	563	2.5	330	980	1,206
Sept.	110.8	111.6	110.2	129	181.8	9.3	154.7	125.8	120.0	542	2.4	349	1,043	1,239
Oct.	111.4	112.0	111.7	127	185.4	9.9	161.7	127.7	120.3	512	2.3	363	982	1,385
Nov.	110.4	111.7	112.3	126	186.8	10.3	166.0	129.0	121.0	486	2.2	368	1,022	1,304
Dec.	106.6	107.5	112.9	103	188.2	10.6	176.1	130.6	122.0	470	2.1	362	1,019	1,354
1974 Jan.	101.5	102.5	109.5	93	191.8	12.0	210.7	134.1	123.7	535	2.4	304	1,012	1,391
Feb.	103.3	106.8	110.3	109	101.7†	13.2	215.1	138.5	124.7	549	2.4	278	1,153	1,599
Mar.	106.3	108.1	110.4	106	102.6	13.5	217.0	142.2	126.4	545	2.4	274	1,208	1,675
Apr.	108.1	109.5	107.9	96	106.1	15.2	217.4	146.3	127.1	546	2.4	297	1,255	1,662
May	108.1	108.9	105.4	105	107.6	15.9	216.0	148.9	130.9	548	2.4	314	1,270	1,747
June	109.3	110.8	108.1	111	108.7	16.5	213.9	151.1 p	135.5	561	2.5	317	1,325	1,802
July	109.9	110.9	109.5	105	109.7	17.1	214.6	153.5	138.0	582	2.6	317	1,328	1,805
Aug.			111.5	103	109.8	16.9	218.2	155.5	143.5	606	2.7	298	1,379 p	1,698 p
Sept.										612 p	2.7	303 p		
% change latest 3 months on prev. 3 months	+3.0	+1.9	+1.7	+2.9	+3.7		−0.6	+5.1	+8.5	+8.6		−1.0	+8.0	+4.3
on a year earlier	−0.8	−0.3	−0.7	−23.1	+16.8		+48.6	+25.0	+18.7	+6.7		−8.4	+40.0	+53.8

(‡) Not seasonally adjusted. (§) On a balance of payments basis. * After April 1973, affected by changes due to VAT. † Base of index Jan 1974 = 100.

Capital expenditure of the manufacturing, distributive and service industries in the second quarter of 1974

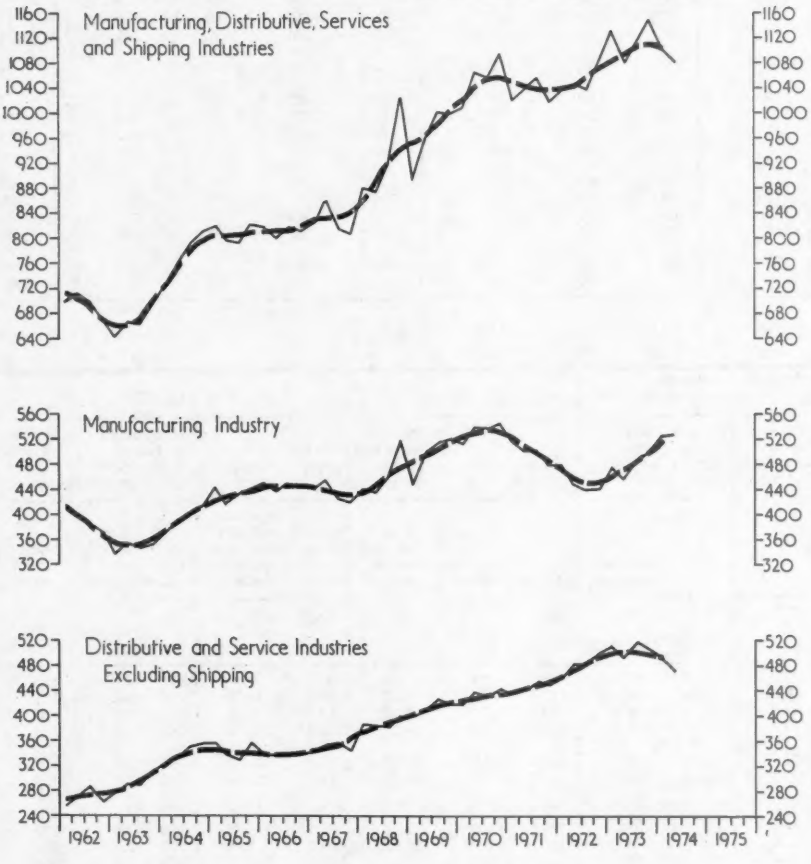
Manufacturing industry

Manufacturing industry's capital expenditure in the second quarter is now estimated at £528 million (at 1970 prices, seasonally adjusted), £13 million more than the provisional estimate. This is a rise of just under 1 per cent on the first quarter, mainly owing to an increase of 22 per cent in the metal manufacturing industries, partly offset by

Symbols used in all statistical tables

.. not available	r revised
— nil or less than half the final digit shown	* five week period
p provisional	ø fifty-three week period

Fixed capital expenditure at 1970 prices seasonally adjusted



Monthly Digest of Statistics

Prepared by the Central Statistical Office in collaboration with the Statistics Division of Government Departments, this digest is designed to provide industrialists and business executives with invaluable statistics relating to the economic situation in the United Kingdom. It contains a regular series of detailed statistics on a wide range of subjects which include the following: *Labour. Fuel and Power, External Trade, Wages and Prices, Industrial Production, Industrial Materials, Finance.*

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decreases in the textiles, leather and clothing group and in the residual other manufacturing group. In manufacturing industry as a whole there was a rise of nearly £8 million in investment in plant, machinery and vehicles and a fall of £4 million in expenditure on new building work.

Between the second half of 1973 and the first half of 1974, investment rose by 6½ per cent with substantial increases of 10 per cent or more in the food, drink and tobacco, chemicals, metal manufacture, and paper, printing and publishing sectors; there were smaller increases in the others apart from coal and petroleum products where expenditure fell by almost 28 per cent. Expenditure on new building work, vehicles and plant and machinery rose by 3 per cent, 8 per cent and 7 per cent respectively between the two half years.

Distributive and service industries (excluding shipping)

Revised estimates indicate that the capital expenditure of the distribution and services industries (excluding shipping) was £472 million in the second quarter at 1970 prices seasonally adjusted – about 1 per cent higher than the provisional estimate. The fall of 6 per cent between the last half of 1973 and the first half of 1974 was attributable to a reduction of 9 per cent for plant and machinery and 11 per cent for vehicles, whilst investment for new building work was maintained.

In the classification according to industry groups, investment by the retail industry in the first half of 1974 was 13 per cent lower than the second half of 1973 and investment by wholesale distributors was 9 per cent lower.

Shipping

Revised figures confirm that investment by the shipping industry in the second quarter of 1974 was much the same as in the previous quarter at 1970 prices seasonally adjusted. Investment in the first half of 1974 was 32 per cent lower than the first half of 1973 and 34 per cent lower than in the second half.

TABLE 1 Fixed capital expenditure at 1970 prices seasonally adjusted of manufacturing, distributive and service industries

£ million

Period	Total	Analysis by industrial sectors: Manufacturing industries	Analysis by industrial sectors: Distributive and service industries (excluding shipping)	Analysis by industrial sectors: Shipping industry	Analysis by type of asset: New building work	Analysis by type of asset: Vehicles	Analysis by type of asset: Plant and machinery
1960	2,582	1,436	955	192	765	517	1,300
1961	2,934	1,706	1,075	153	906	490	1,538
1962	2,778	1,575	1,075	129	909	438	1,432
1963	2,661	1,391	1,164	106	840	466	1,355
1964	3,085	1,569	1,359	158	945	590	1,550
1965	3,236	1,732	1,378	126	988	565	1,684
1966	3,244	1,780	1,343	120	954	556	1,733
1967	3,306	1,735	1,402	169	932	603	1,772
1968	3,688 (3,600)*	1,846 (1,795)*	1,552 (1,545)*	290 (260)*	949	759 (729)*	1,980 (1,922)*
1969	3,858 (3,946)*	1,976 (2,027)*	1,649 (1,656)*	232 (262)*	1,042	724 (754)*	2,092 (2,150)*
1970	4,219	2,130	1,725	364	1,064	850	2,305
1971	4,136	1,996	1,776	365	1,105	825	2,206
1972	4,205	1,802	1,922	482	1,069	998	2,138
1973	4,438	1,920	2,027	491	1,054	1,079	2,305
1969 1st quarter	895 (960)*	448 (483)*	399 (404)*	48 (73)*	253	169 (194)*	474 (514)*
2nd quarter	961 (977)*	496 (505)*	408 (410)*	57 (62)*	259	182 (187)*	519 (530)*
3rd quarter	1,003 (1,010)*	513 (520)*	425	65	272	186	545 (552)*
4th quarter	999	519	418	62	258	188	553
1970 1st quarter	1,007	512	418	78	252	199	556
2nd quarter	1,065	536	436	93	268	217	580
3rd quarter	1,057	537	431	90	265	211	582
4th quarter	1,090	545	440	105	280	223	588
1971 1st quarter	1,020	517	434	68	279	181	559
2nd quarter	1,041	501	440	100	274	218	550
3rd quarter	1,057	499	453	105	277	220	560
4th quarter	1,018	478	448	91	276	206	537
1972 1st quarter	1,038	477	457	104	271	222	544
2nd quarter	1,047	447	481	119	268	245	534
3rd quarter	1,039	438	484	117	262	251	527
4th quarter	1,081	440	500	141	269	280	533
1973 1st quarter	1,133	474	511	149	269	291	573
2nd quarter	1,042	458	492	92	256	230	556
3rd quarter	1,113	486	515	112	274	262	577
4th quarter	1,150	501	510	139	256	296	598
1974 1st quarter	1,102	524	495	83	274	230	598
2nd quarter	1,081	528	472	82	266	223	593

The total of manufacturing industry and of the distributive and service industries covers a wide sector of the economy, accounting – after exclusion of dwellings – for 53 per cent of total expenditure in 1972. The total comprises most industries and services outside agriculture, forestry and fishing, coal mining, public utilities, the public transport corporations and the public administration. The excluded parts are, except for agriculture, very largely in the public sector of the economy. For all industries covered, public expenditure (eg by the British Steel Corporation) is included. However, the figures are largely representative of the trend of expenditure of private industry and business.

* After allowing for expenditure, brought forward into 1968 from 1969 to secure the higher rate of investment grants which ended on 31 December 1968, estimated at £51 million for manufacturing industry, £7 million for distributive and service industry, and £30 million for shipping. The estimate for shipping is particularly uncertain because of the erratic nature of this industry's capital expenditure, while that for the distributive and service industries is uncertain because of the smallness of the effect.

For other footnotes, see end of article.

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TABLE 2 Fixed capital expenditure of manufacturing industry at 1970 prices seasonally adjusted

£ million

Period	Total all manufacturing industries	Analysis by industry group: Food drink and tobacco	Coal and petroleum products	Chemicals	Metal manufacture	Engineering shipbuilding and metal goods	Vehicles	Textiles leather and clothing	Paper printing and publishing	Other manufacturing industries	Analysis of type of asset: New building work	Vehicles	Plant and machinery
1960	1,436.0	176.7	40.3	181.6	266.7	292.6	144.4	115.7	90.2	127.8	336.4	81.7	1,017.9
1961	1,705.9	185.5	43.0	221.5	359.1	321.8	193.9	141.6	100.3	139.2	416.2	76.2	1,213.5
1962	1,575.1	188.0	32.1	219.7	315.7	279.3	179.3	121.5	100.8	138.7	387.9	67.3	1,119.9
1963	1,391.4	191.5	41.9	173.6	187.7	280.2	169.5	111.7	100.9	134.4	310.1	81.2	1,000.1
1964	1,568.6	215.2	47.4	215.5	156.7	333.7	162.8	151.5	116.1	169.7	350.2	97.7	1,120.7
1965	1,732.2	216.1	47.7	274.6	151.1	356.3	181.6	173.8	127.5	203.5	390.2	102.2	1,239.8
1966	1,780.1	204.3	78.2	305.4	151.9	363.1	193.8	165.0	111.5	206.9	369.8	98.3	1,312.0
1967	1,735.2	236.0	123.6	255.7	155.3	352.5	194.5	132.9	108.7	176.0	317.1	99.5	1,318.6
1968	1,846.1 (1,795.1)•	246.0	127.4	255.5	145.7	390.8	171.9	176.4	111.8	220.6	330.8	109.2	1,406.1 (1,355.1)•
1969	1,976.1 (2,027.1)•	238.6	102.9	296.3	167.8	393.7	208.4	189.4	121.3	257.7	388.7	115.9	1,471.5 (1,522.5)•
1970	2,129.8	246.4	82.8	382.3	256.4	422.3	233.4	170.9	134.2	201.1	391.2	114.7	1,623.9
1971	1,995.9	248.5	118.6	333.8	295.3	379.1	149.4	144.6	111.2	215.4	357.8	114.3	1,523.8
1972	1,801.7	266.5	101.3	362.5	258.7	358.8	100.2	123.2	102.9	227.6	316.2	119.6	1,365.9
1973	1,919.8	286.0	68.0	216.5	222.9	467.2	124.1	168.9	110.1	256.1	321.4	129.0	1,469.4
1969 1st quarter	448.2 (483.2)•	56.7	28.8	65.3	34.5	92.0	44.0	48.0	24.1	54.8	93.2	26.7	328.3 (363.3)•
2nd quarter	495.6 (504.6)•	61.8	25.4	75.0	40.2	95.3	53.9	47.6	31.4	65.0	96.4	30.7	368.5 (377.5)•
3rd quarter	513.2 (520.2)•	59.4	25.0	80.3	46.4	100.8	54.9	46.7	33.5	66.2	101.3	29.2	382.7 (389.7)•
4th quarter	519.1	60.7	23.7	75.7	46.7	105.6	55.6	47.1	32.3	71.7	97.8	29.3	392.0
1970 1st quarter	511.5	60.9	19.4	91.6	48.5	103.5	56.0	44.3	36.4	50.9	92.7	29.3	389.5
2nd quarter	536.2	66.1	20.9	94.6	59.3	106.2	60.0	44.7	33.7	50.7	99.3	29.2	407.7
3rd quarter	537.1	56.5	24.9	96.4	64.3	107.0	62.0	44.7	32.0	49.3	97.8	29.0	410.3
4th quarter	545.0	62.9	17.6	99.7	84.3	105.6	55.4	37.2	32.1	50.2	101.4	27.2	416.4
1971 1st quarter	517.0	62.4	26.3	88.5	72.6	104.0	40.9	41.7	29.0	51.6	93.2	27.8	396.0
2nd quarter	501.3	61.9	26.0	79.6	71.9	97.8	40.7	38.9	29.4	55.1	89.6	28.8	382.9
3rd quarter	499.3	62.4	32.4	84.3	76.9	91.9	36.6	32.5	27.0	55.3	86.3	28.5	384.5
4th quarter	478.3	61.8	33.9	81.4	73.9	85.4	31.2	31.5	25.8	53.4	88.7	29.2	360.4
1972 1st quarter	476.7	62.3	31.4	75.7	83.6	85.6	27.2	27.5	23.5	59.9	84.1	27.4	365.2
2nd quarter	446.5	65.0	26.7	69.7	64.8	84.6	23.7	30.3	25.6	56.1	79.4	28.5	338.6
3rd quarter	438.2	70.0	22.4	62.1	54.9	91.7	23.1	31.3	26.7	56.0	78.9	30.4	328.9
4th quarter	440.3	69.2	20.8	55.0	55.4	96.9	26.2	34.1	27.1	55.6	73.8	33.3	333.2
1973 1st quarter	473.9	75.9	20.9	56.4	58.8	106.8	29.0	38.6	28.2	59.3	77.6	32.8	363.5
2nd quarter	458.2	64.7	19.8	56.4	46.6	115.5	29.3	36.1	27.1	62.7	73.7	30.1	354.4
3rd quarter	486.4	69.1	15.3	51.8	58.3	119.7	32.2	46.4	27.4	66.2	83.5	32.2	370.7
4th quarter	501.3	76.3	12.0	51.9	59.2	125.2	33.6	47.8	27.4	67.9	86.6	33.9	380.8
1974 1st quarter	524.0	81.8	10.3	59.1	58.3	125.7	34.6	49.3	32.8	72.1	89.5	34.5	400.0
2nd quarter	527.7	81.8	9.4	60.3	71.4	126.0	33.3	44.8	32.6	68.1	85.5	36.9	405.3

TABLE 3 Fixed capital expenditure in the distributive and service industries (excluding shipping) at 1970 prices seasonally adjusted

£ million

Period	Total	Analysis by industry group: Wholesale distribution	Retail distribution	Other industries	Analysis by type of asset: New building work	Vehicles	Plant and machinery
1960	955	127	211	617	428	245	282
1961	1,075	136	235	705	490	261	324
1962	1,075	129	226	720	519	244	312
1963	1,164	141	245	779	528	282	355
1964	1,359	165	276	918	592	337	429
1965	1,378	164	257	957	593	342	444
1966	1,343	148	232	964	580	342	421
1967	1,402	169	224	1,008	611	338	453
1968	1,552 (1,545)•	165	282	1,107 (1,100)•	614	368	570 (563)•
1969	1,649 (1,656)•	160	295	1,195 (1,202)•	649	385	615 (622)•
1970	1,725	176	299	1,250	667	385	673
1971	1,776	185	310	1,281	745	358	673
1972	1,922	201	370	1,351	751	419	752
1973	2,027	209	409	1,410	732	468	827
1969 1st quarter	399 (404)•	39	72	288 (293)•	158	95	145 (150)•
2nd quarter	408 (410)•	40	72	296 (298)•	162	96	150 (152)•
3rd quarter	425	41	73	311	170	94	161
4th quarter	418	40	78	300	159	100	159
1970 1st quarter	418	43	76	299	159	94	166
2nd quarter	436	47	74	315	166	98	171
3rd quarter	431	46	75	310	166	96	169
4th quarter	440	41	74	325	177	96	167
1971 1st quarter	434	44	76	315	185	87	162
2nd quarter	440	46	80	314	184	93	164
3rd quarter	453	47	78	328	190	90	173
4th quarter	448	48	76	325	187	88	174
1972 1st quarter	457	49	83	325	185	98	174
2nd quarter	481	51	89	341	188	103	190
3rd quarter	484	48	95	342	183	107	194
4th quarter	500	54	103	343	195	112	194
1973 1st quarter	511	54	96	361	191	114	206
2nd quarter	492	52	103	337	182	109	201
3rd quarter	515	52	105	357	190	121	204
4th quarter	510	52	104	354	169	125	216
1974 1st quarter	495	49	92	354	184	113	197
2nd quarter	472	46	90	336	180	105	187

TABLE 4 Fixed capital expenditure at current prices of manufacturing, distributive and service industries

£ million

Period		Total	Manufacturing industry	Distributive and service industries (excluding shipping)	Shipping industry
1960		1,912	1,021	728	162
1961		2,213	1,248	833	132
1962		2,148	1,182	859	107
1963		2,094	1,068	942	84
1964		2,477	1,232	1,122	123
1965		2,692	1,423	1,169	100
1966		2,787	1,517	1,172	99
1967		2,862	1,485	1,237	140
1968		3,304	1,639	1,419	247
1969		3,599	1,822	1,560	217
1970		4,219	2,130	1,725	364
1971		4,493	2,191	1,918	384
1972		4,893	2,123	2,218	552
1973		5,753	2,510	2,618	625
1969	1st quarter	792	382	372	38
	2nd quarter	871	438	381	53
	3rd quarter	917	473	386	57
	4th quarter	1,020	530	420	70
1970	1st quarter	938	465	403	71
	2nd quarter	1,034	511	428	95
	3rd quarter	1,043	546	419	77
	4th quarter	1,204	608	475	122
1971	1st quarter	1,038	524	450	65
	2nd quarter	1,093	520	465	108
	3rd quarter	1,132	561	477	94
	4th quarter	1,229	586	525	119
1972	1st quarter	1,150	533	512	105
	2nd quarter	1,179	494	545	140
	3rd quarter	1,173	523	539	111
	4th quarter	1,391	573	622	196
1973	1st quarter	1,387	585	637	165
	2nd quarter	1,295	549	625	121
	3rd quarter	1,401	645	641	115
	4th quarter	1,670	731	715	224
1974	1st quarter	1,524	725	693	106
	2nd quarter	1,554	738	690	126

NOTES TO TABLES

Capital expenditure comprises expenditure on vehicles (including ships) and plant and machinery less receipts from sales of these assets, and on new building work.

The analysis by industry group follows the Standard Industrial Classification Revised 1968 edition:

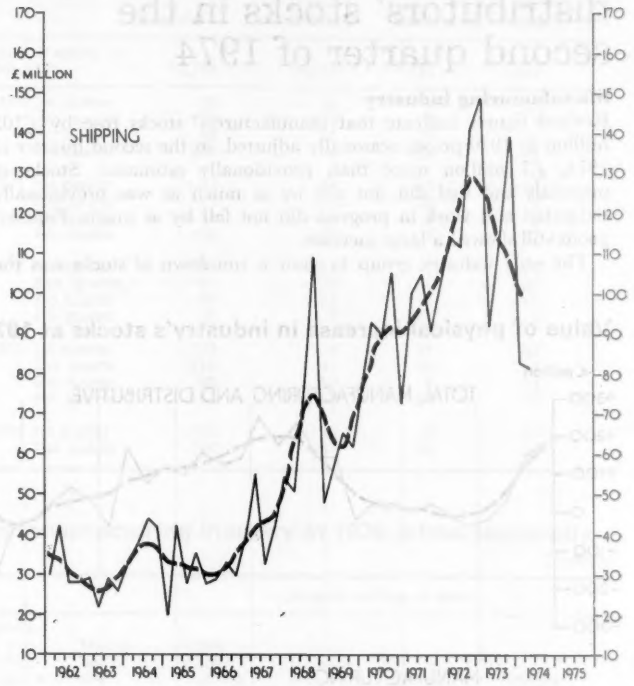
Manufacturing Orders III to XIX
Distributive Trades Order XXIII

Wholesale MLH 810, 811, 812, 831, 832 (except leasing by finance houses and similar businesses)
Retail MLH 820, 821

Other Industries Order XX (Construction); XXII (Transport and Communication) excluding 701 – Railways, 706 – Port and Inland Water Transport, 707 – Air Transport and 708 – Postal Services and Telecommunications; XXIV (Insurance, Banking, Finance and Business Services) including leasing by Finance Houses and similar Businesses and excluding Trustee Savings Banks; XXV (Professional and Scientific Services) excluding 872 – Educational Services and 874 – Medical and Dental Services; and XXVI (Miscellaneous Services).

The estimates, with the exception of those for manufacturing industry in Table 2, are shown to the nearest £m but should not be regarded as accurate to this degree and care should be taken in using the industry figures in Tables 2 and 3 because of the margins of error involved in the quarterly seasonal adjustments. Also, there may be an apparent discrepancy between the totals and the sum of the constituent parts due to rounding.

Fixed capital expenditure at 1970 prices seasonally adjusted



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Manufacturers' and distributors' stocks in the second quarter of 1974

Manufacturing industry

Revised figures indicate that manufacturers' stocks rose by £105 million at 1970 prices, seasonally adjusted, in the second quarter of 1974, £7 million more than provisionally estimated. Stocks of materials and fuel did not rise by as much as was provisionally estimated and work in progress did not fall by as much. Finished goods still showed a large increase.

The only industry group to show a run-down of stocks was the engineering group. There were large increases in the textiles and other manufacturing broad industry groups.

The stocks/output index, after slight revisions to the output series back to 1968, was 94.5. This was lower than the index for the first quarter but above the 1973 levels.

Distributive industries

Revised figures show that the rise in wholesalers' stocks in the second quarter of 1974 was £38 million at 1970 prices, seasonally adjusted – some £12 million lower than the provisional estimate. This rise was largely attributable to an increase in stocks held by general wholesale distributors, while small increases were also recorded in the other groups. In the same period, retailers' stocks rose by £17 million at 1970 prices, seasonally adjusted.

Value of physical increase in industry's stocks at 1970 prices seasonally adjusted

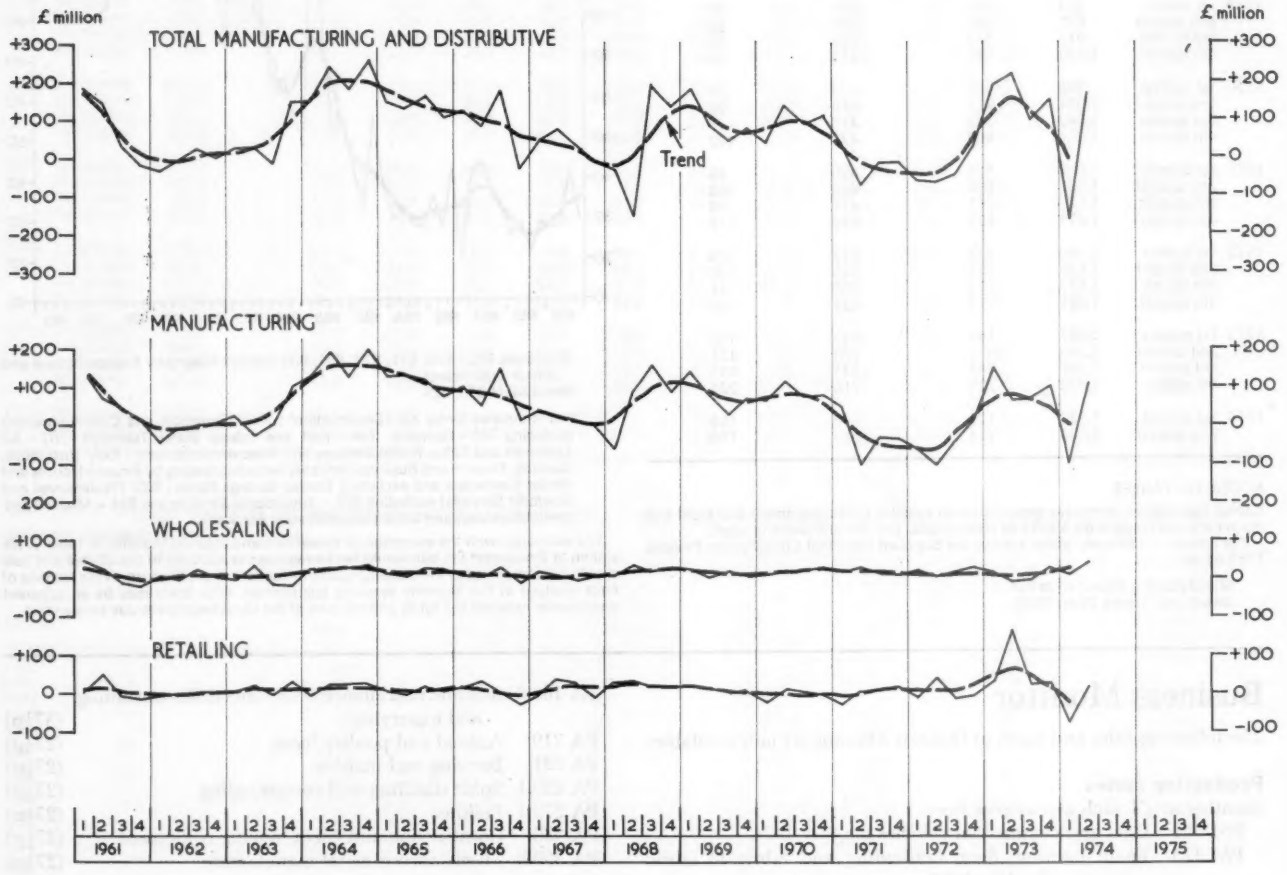

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TABLE 1 Value of physical increase of manufacturers' and distributors' stocks at 1970 prices seasonally adjusted

£ million

	Total	Manufacturing	Wholesaling	Retailing		Total	Manufacturing	Wholesaling	Retailing
Level of stocks at end 1973	13,758	10,057	1,767	1,935	Level of stocks at end 1973	13,758	10,057	1,767	1,935
1960	777	654	75	48	1970 1st quarter	39	63	5	−29
1961	341	263	41	37	2nd quarter	136	110	18	7
1962	−3	−40	31	6	3rd quarter	88	72	16	—
1963	192	103	35	54	4th quarter	106	78	29	−1
1964	834	653	118	63					
					1971 1st quarter	31	49	14	−32
1965	556	460	67	29	2nd quarter	−75	−104	26	3
1966	358	315	28	16	3rd quarter	−18	−35	9	8
1967	146	71	17	58	4th quarter	−16	−37	3	17
1968	442	269	85	88					
1969	385	310	42	33	1972 1st quarter	−61	−62	17	−16
					2nd quarter	−67	−106	1	38
1970	369	324	68	−23	3rd quarter	−49	−42	6	−13
1971	−78	−126	52	−4	4th quarter	25	7	24	−6
1972	−153	−205	48	3					
1973	647	374	32	242	1973 1st quarter	189	146	11	32
					2nd quarter	215	61	−9	163
1969 1st quarter	178	138	22	18	3rd quarter	96	68	6	22
2nd quarter	86	77	1	9	4th quarter	148	99	24	25
3rd quatrer	44	27	19	−2					
4th quarter	77	68	1	8	1974 1st quarter	−165	−100	8	−73
					2nd quarter r	160	105	38	17

TABLE 2 Value of the physical increase of stocks held by manufacturing industry at 1970 prices seasonally adjusted

£ million

	Analysis by industry group							Analysis by type of asset		
	All manufacturing industries	Food, drink and tobacco	Chemicals, coal and petroleum products	Metal manufacture	Engineering, shipbuilding, vehicles and metal goods	Textiles leather and clothing	Other manufacturing industries	Materials and fuel	Work in progress	Finished goods
Level of stocks at end 1973	10,057	1,344	969	716	5,049	876	1,104	3,705	3,978	2,374
1960	654	66	46	110	311	37	82	309	134	211
1961	263	23	33	11	141	13	42	69	92	102
1962	−40	38	1	−39	−18	−21	—	−86	2	44
1963	103	12	−8	−8	88	4	16	−13	101	15
1964	653	20	56	46	406	76	50	232	319	103
1965	460	19	33	38	305	3	62	117	207	137
1966	315	1	36	−23	222	31	48	10	145	160
1967	71	34	7	−41	120	−38	−11	−17	140	−52
1968	269	10	72	37	67	34	49	102	108	59
1969	310	33	75	−15	73	76	69	87	26	197
1970	324	11	43	50	222	1	−2	113	122	88
1971	−126	4	17	2	−137	−14	2	−119	−96	88
1972	−205	22	5	−50	−153	−42	14	−38	−8	−159
1973	374	74	81	−52	240	8	23	270	235	−131
1969 1st quarter	138	11	21	3	59	26	18	37	43	58
2nd quarter	77	−3	16	1	32	11	19	46	−15	45
3rd quarter	27	37	2	−13	−44	24	22	−9	2	34
4th quarter	68	−12	35	−6	26	15	11	13	−5	60
1970 1st quarter	63	5	21	−5	26	6	10	21	8	35
2nd quarter	110	6	3	17	86	4	−5	54	57	−1
3rd quarter	72	6	13	15	44	—	−5	32	17	22
4th quarter	78	−6	5	23	67	−9	−1	6	40	32
1971 1st quarter	49	4	−2	38	−2	3	7	−3	−11	63
2nf quarter	−104	−9	13	−30	−48	−28	−2	−44	−67	7
3rd quarter	−35	−11	3	−9	−22	5	−2	−39	—	4
4th quarter	−37	19	4	2	−65	5	−1	−33	−18	14
1972 1st quarter	−62	4	19	−47	−9	−16	−14	−4	13	−71
2nd quarter	−106	14	−25	1	−104	−5	12	−61	5	−51
3rd quarter	−42	−2	14	−5	−32	−13	−5	−6	−5	−32
4th quarter	7	6	−4	—	−9	−8	21	32	−21	−5
1973 1st quarter	146	−4	23	−4	105	−13	38	78	107	−39
2nd quarter	61	9	25	−8	33	10	−8	63	34	−36
3rd quarter	68	33	29	−14	24	1	−4	44	73	−49
4th quarter	99	36	4	−27	79	10	−3	86	21	−8
1974 1st quarter	−100	−3	55	−49	−71	−7	−25	47	−16	−131
2nd quarter r	105	11	18	9	−19	39	47	45	−11	72

Notes relating to Tables 1 to 4

The analysis by industry group follows the Standard Industrial Classification (1968 edition)
Manufacturing Orders III to XIX
Distributive Trades Order XXIII:

Wholesale MLH 810, 811, 812 831, 832 (except leasing by Finance Houses)
Retail MLH 820, 821

The estimates are shown to the nearest £ million but should not be regarded as accurate to this degree and care should be taken in using the industry figures in Tables 2 and 3 because of the margin of error involved in quarterly seasonal adjustments. Differences between totals and the sum of constituent parts are due to rounding.

TABLE 3 Value of the physical increase of stocks held by wholesalers at 1970 prices seasonally adjusted £ million

	Total wholesalers	General wholesale distributors	Dealers in coal, builders materials, etc.	Dealers in industrial materials and machinery
Level of stocks at end 1973	1,767	1,138	164	465
1960	75	43	6	27
1961	41	27	1	14
1962	31	5	5	21
1963	35	14	7	14
1964	118	62	17	39
1965	67	30	7	31
1966	28	21	—	7
1967	17	9	—	8
1968	85	57	4	25
1969	42	19	−2	26
1970	68	15	—	53
1971	52	41	−3	14
1972	48	41	11	−3
1973	32	88	4	−60
1969 1st quarter	22	14	−1	9
2nd quarter	1	−13	−1	14
3rd quarter	19	14	2	3
4th quarter	1	4	−2	−1
1970 1st quarter	5	−3	1	6
2nd quarter	18	10	−3	11
3rd quarter	16	−4	−2	21
4th quarter	29	11	4	14
1971 1st quarter	14	3	1	11
2nd quarter	26	20	1	5
3rd quarter	9	12	—	−3
4th quarter	3	6	−4	2
1972 1st quarter	17	2	1	14
2nd quarter	1	4	2	−5
3rd quarter	6	22	2	−18
4th quarter	24	13	7	5
1973 1st quarter	11	30	—	−19
2nd quarter	−9	6	6	−22
3rd quarter	6	29	2	−25
4th quarter	24	23	−4	5
1974 1st quarter	8	12	−2	−1
2nd quarter r	38	20	2	16

TABLE 4 Increase in the book value of manufacturers' and distributors' stocks £ million

	Total	Manufacturing	Wholesaling	Retailing
Level of stocks at end 1973	18,411	13,544	2,518	2,349
1960	647	543	60	44
1961	375	274	40	61
1962	85	24	30	31
1963	294	200	44	50
1964	891	670	136	85
1965	694	571	73	50
1966	586	480	51	55
1967	282	180	47	55
1968	875	581	138	156
1969 r	988	766	104	118
1970 r	1,310	1,038	162	110
1971	788	489	160	139
1972	907	566	217	124
1973	3,092	2,294	472	326
1969 1st quarter r	302	220	16	66
2nd quarter r	255	203	18	34
3rd quarter r	183	124	65	−6
4th quarter r	248	220	4	24
1970 1st quarter r	325	288	16	20
2nd quarter r	354	293	26	36
3rd quarter r	268	174	78	16
4th quarter r	364	284	43	38
1971 1st quarter	265	215	29	21
2nd quarter	301	185	60	56
3rd quarter	117	33	70	14
4th quarter	105	57	—	48
1972 1st quarter	78	47	5	27
2nd quarter	188	100	25	63
3rd quarter	239	135	106	−1
4th quarter	402	285	82	35
1973 1st quarter	521	411	41	69
2nd quarter	604	488	58	58
3rd quarter	864	580	209	75
4th quarter	1,103	815	164	124
1974 1st quarter	1,665	1,417	197	50
2nd quarter r	1,702	1,334	201	167

Book Values exclude VAT. Purchase Tax payable on retailers' stock prior to the second quarter of 1973.

Services to exporters

The following Government offices provide services for UK exporters

Headquarters

Export Services and Promotions Division
Export House, 50 Ludgate Hill, London EC4M 7HU
Tel. 01-248 5757. Telex 886143 DTI EXPORT LDN

Regional

Office for Scotland
314 St. Vincent Street, Glasgow G3 8XF
Tel. 041-248 2855. Telex 77583 DTI GLASGOW

Inverness District Office
Caledonia House, 63/67 Academy Street, Inverness IV1 1LU
Tel. (0463) 30867

Office for Wales
Government Buildings, Gabalfa, Cardiff CF4 4YL
Tel. (0222) 62131. Telex 49267 DTI CARDIFF

Yorkshire and Humberside Regional Office
Priestley House, 1 Park Row, Leeds LS1 5LF
Tel. (0532) 443171. Telex 557470 DTI LEEDS

Northern Regional Office
Wellbar House, Gallowgate, Newcastle upon Tyne, NE1 4TR
Tel. (0632) 27575. Telex 53178 DTI NTYNE

Cumberland and Westmorland District Office
Town Hall, Cockermouth, Cumbria CA13 9NP
Tel. (090-082) 3498/9. Telex 64173 DTI COCKERMOUTH

North-Western Regional Office
Sunley Building, Piccadilly Plaza, Manchester M1 4BA
Tel. 061-236 2171. Telex 667104 DTI MCHR

West-Midlands Regional Office
Ladywood House, Stephenson Street, Birmingham B2 4DT
Tel. 021-632 4111. Telex 337021 DTI BHAM

East-Midlands Regional Office
Cranbrook House, 47 Cranbrook Street, Nottingham NG1 1ES
Tel. (0602) 46121. Telex 37143 DTI NOTTM

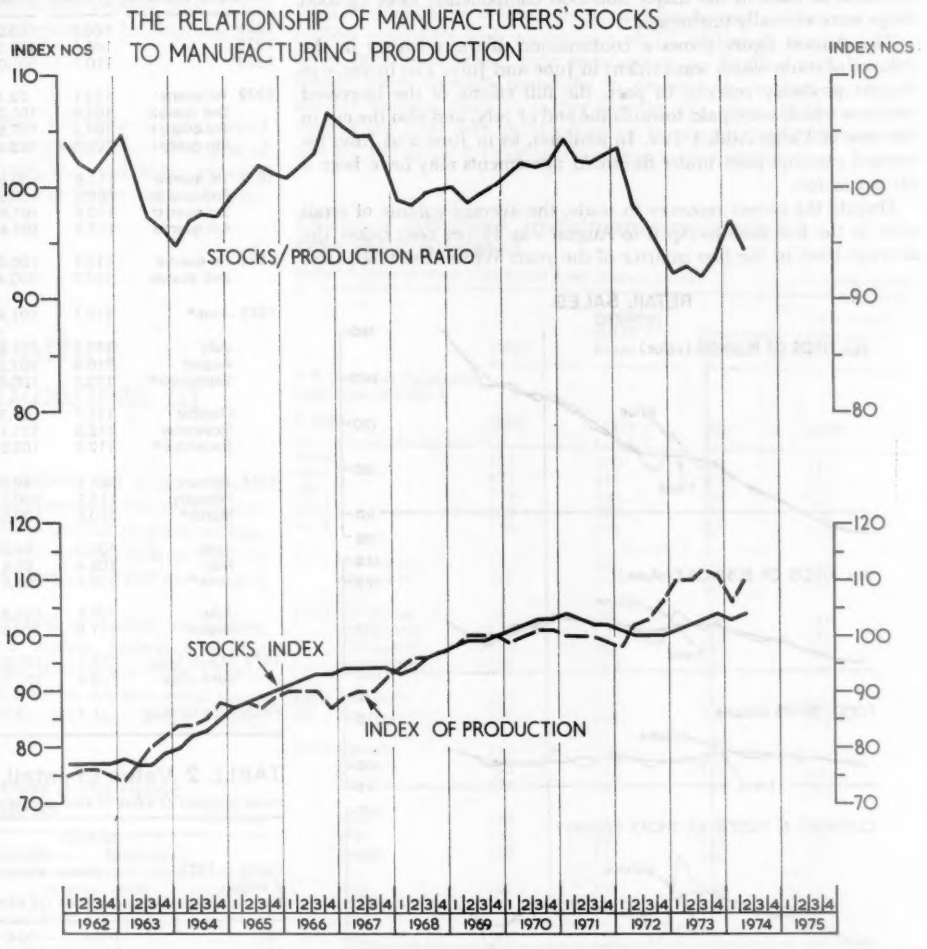
South-Western Regional Office
The Pithay, Bristol BS1 2PB
Tel. (0272) 291071. Telex 44214 DTI BRISTOL

Northern Ireland Department of Commerce
Chichester House, 64 Chichester Street, Belfast BT1 4JX
Tel. (0232) 34488. Telex 747025 GOVNI BELFAST

TABLE 5 The relationship of manufacturers' stocks to manufacturing production

Index numbers – 4th quarter 1969 = 100
Seasonally adjusted

	Stock levels at 1970 prices	Production (with 1970 net output weight)	Ratio of Stocks to Production
1962 Q 1	77	75	103.9
2	77	75	102.2
3	77	76	101.4
4	77	75	102.9
1963 Q 1	78	74	104.7
2	77	77	100.6
3	77	80	97.3
4	79	82	96.3
1964 Q 1	80	84	94.8
2	82	84	97.1
3	83	85	97.7
4	85	88	97.4
1965 Q 1	87	87	99.2
2	88	88	100.4
3	89	87	102.0
4	90	89	101.3
1966 Q 1	91	90	100.9
2	92	90	101.9
3	93	90	103.1
4	93	87	106.7
1967 Q 1	94	89	105.4
2	94	90	104.6
3	94	90	104.5
4	94	92	102.6
1968 Q 1	93	94	98.8
2	94	96	98.4
3	96	96	99.5
4	97	97	99.8
1969 Q 1	98	98	100.0
2	99	100	98.7
3	99	100	99.5
4	100	100	100.0
1970 Q 1	101	99	101.2
2	102	100	102.2
3	103	101	101.9
4	103	101	102.4
1971 Q 1	104	100	104.3
2	103	100	102.4
3	102	100	102.3
4	102	99	102.9
1972 Q 1	101	98	103.6
2	100	102	98.5
3	100	103	96.9
4	100	106	94.3
1973 Q 1	101	110	92.3
2	102	110	92.8
3	103	112	92.1
4	104	111	93.8
1974 Q 1	103	106	96.9
Q 2 r	104	110	94.5



(1) The index numbers of the level of stocks relate to the end of each quarter; the index of production refers to production during the quarter.
(2) The 1970 index of production has been rebased on the fourth quarter of 1969 for the purpose of this table.
(3) The index numbers of the stocks production ratio are calculated from unrounded estimates of the data in the previous two columns.

Economic Trends

A monthly journal for those who want to follow the main trends of the economic situation in the United Kingdom. It brings together the main statistical series of employment, output, consumption, trade and finance, and each issue contains a special feature article on some aspect of the statistics.

Price **63p** (*by post* 74p) Annual subscription £8.34 including postage.

Government publications can be bought from the Government Bookshops in London (post orders to PO Box 569, SE1 9NH), Edinburgh, Cardiff, Belfast, Manchester, Birmingham and Bristol, or through booksellers

HMSO BOOKS

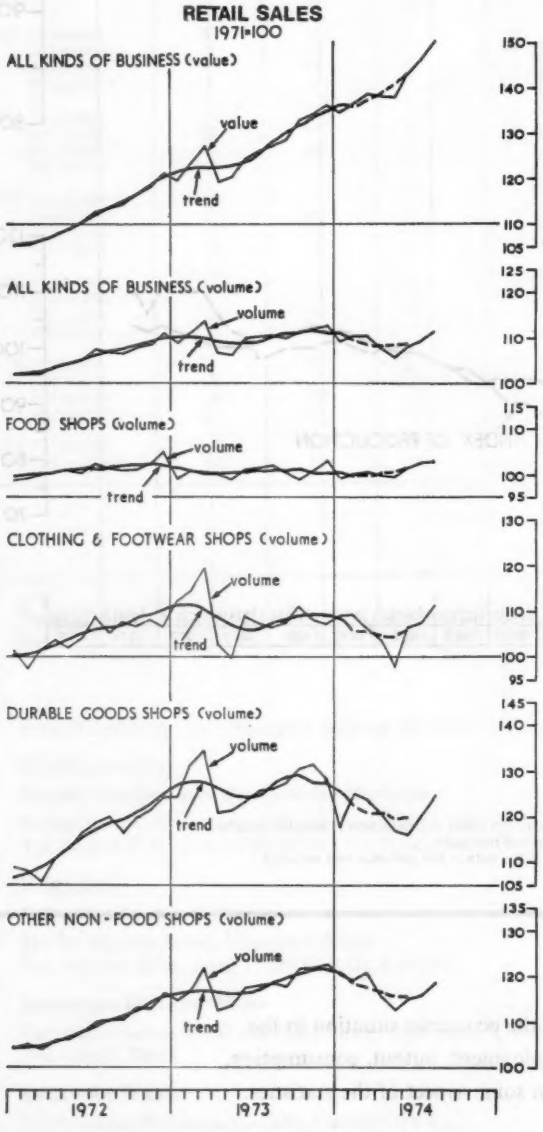
Retail sales in August

Volume

The final seasonally adjusted index of the volume of retail sales in August is 111.5 (1971 = 100), broadly in line with the provisional estimate, and about 2 per cent above the July figure. There were increases in each of the major non-food components; sales by food shops were virtually unchanged.

The August figure shows a continuation of the recovery in the volume of trade which was evident in June and July. The increase in August probably reflects, in part, the full effects of the increased pensions which were paid towards the end of July, and also the cut in the rate of Value Added Tax. In addition, as in June and July, increased earnings paid under threshold agreements may have been a further factor.

Despite the recent recovery in trade, the average volume of retail sales in the five months April to August was 1½ per cent below the average level in the first quarter of the year. Within the total, sales



The indices for all shops, food shops and total non-food shops are shown to the first decimal place to help interpretation, but should not be regarded as necessarily accurate to the final digit. The best indication of the recent trend is normally obtained by comparing the average index for the latest three months with the average for the immediately preceding three months but month to month fluctuations may sometimes make it preferable to average two or four months.

The monthly periods consist of four weeks except those marked • which are of five weeks. The August 1974 sales period was the four weeks from 28 July 1974 to 24 August 1974. The corresponding period in 1973 was from 29 July 1973 to 25 August 1973.

(†) Including department stores and mail order businesses.

The press notice giving the *provisional* estimates of the seasonally adjusted index of the volume of retail sales for September and the increase in the value of sales compared with a year earlier will be published later this month.

TABLE 1 Volume of retail sales seasonally adjusted

Index numbers of sales per week (average 1971 prices) 1971 = 100

(Sales in 1971 £ million Provisional estimates)	All kinds of business (15,895)	Food shops (6,693)	Non-food shops Total (9,202)	Clothing and footwear shops (2,314)	Durable goods shops (1,801)	Other non-food shops (†) (5,087)
1971	100.0	100.0	100.0	100	100	100
1972	105.8	101.5	109.0	105	115	109
1973	110.7	101.0	117.7	109	127	118
1972 1st quarter	102.1	99.7	103.9	100	107	104
2nd quarter	104.6	101.0	107.1	104	114	107
3rd quarter	107.2	101.9	111.1	108	118	110
4th quarter	109.5	103.3	114.0	107	122	114
1973 1st quarter	111.8	100.5	120.0	116	131	118
2nd quarter	108.0	100.5	113.4	104	122	115
3rd quarter	110.5	101.6	117.0	108	127	118
4th quarter	112.3	101.4	120.4	109	130	122
1974 1st quarter	110.1	100.0	117.4	108	122	120
2nd quarter	107.2	100.4	112.1	103	118	114
1973 June•	110.1	101.4	116.4	109	123	117
July	110.6	101.9	116.8	108	126	118
August	110.8	102.2	117.0	107	126	118
September•	110.2	100.8	117.0	108	128	118
October	111.7	99.3	120.7	111	131	121
November	112.3	101.1	120.5	109	132	122
December•	112.9	103.2	120.0	108	129	123
1974 January	109.5	99.3	116.9	109	118	120
February	110.3	100.1	117.7	109	125	119
March•	110.4	100.5	117.6	107	123	120
April	107.9	99.9	113.6	104	121	116
May	105.4	99.6	109.6	98	117	112
June•	108.1	101.5	112.9	107	116	115
July	109.5	102.8	114.4	108	120	115
August	111.5	102.9	117.7	111	125	118
1974 March-May	108.1	100.0	113.9	103	120	117
June-Aug.	109.6	102.3	114.8	108	120	116
Percentage increase	1.4	2.3	0.8	5	−1	–

TABLE 2 Value of retail sales seasonally adjusted

Index numbers of value of sales per week (current prices) 1971 = 100

(Sales in 1971 £ million Provisional estimates)	All kinds of business (15,895)	Food shops (6,693)	Non-food shops Total (9,202)	Clothing and footwear shops (2,314)	Durable goods shops (1,801)	Other non-food shops (†) (5,087)
1971	100.0	100.0	100.0	100	100	100
1972	112.0	108.9	114.2	112	118	114
1973	126.9	122.8	129.9	128	136	128
1972 1st quarter	106.0	104.7	106.9	105	109	107
2nd quarter	109.1	106.3	111.2	110	115	110
3rd quarter	113.9	110.1	116.6	116	121	115
4th quarter	118.9	114.6	122.1	119	128	122
1973 1st quarter	123.6	115.4	129.6	131	138	126
2nd quarter	121.7	119.6	123.2	121	128	123
3rd quarter	127.6	124.4	129.8	128	135	129
4th quarter	134.7	131.6	136.9	134	142	137
1974 1st quarter	136.9	134.5	138.7	140	135	139
2nd quarter	140.0	139.1	140.6	141	135	143
1973 June•	124.5	121.1	127.0	128	130	126
July	126.1	122.3	128.8	127	134	128
August	127.4	124.3	129.7	127	135	129
September•	128.9	126.3	130.7	130	137	129
October	133.0	128.5	136.3	135	140	135
November	134.5	131.3	136.9	134	143	136
December•	136.2	134.4	137.5	134	142	138
1974 January	134.8	133.2	136.0	138	130	137
February	136.7	133.9	138.8	142	137	138
March•	138.8	136.0	140.8	140	137	142
April	138.4	136.7	139.6	140	136	141
May	138.0	138.6	137.6	133	134	141
June•	142.8	141.4	143.9	147	136	146
July	146.0	143.8	147.6	150	141	149
August	150.1	146.7	152.5	156	146	153
1974 March-May	138.4	137.0	139.4	138	136	141
June-Aug.	146.0	143.8	147.7	151	141	149
Percentage increase	5.5	5.0	6.0	9	3	5

by food shops were up by 1½ per cent. But sales by clothing and footwear shops were 3 per cent down; sales by durable goods shops were 2 per cent down, and sales by 'other non-food' shops (which include department stores and mail-order businesses) were 4 per cent down.

Taking the first eight months of the year together, the average volume of total sales was 2 per cent below the average level in the second half of last year and 1 per cent below the level in the first eight months of last year.

Value

Based on non-seasonally adjusted data, the value of total retail sales in August shows a rise of 18 per cent compared with August of last year. On the longer term comparison, the cumulative value of sales in the first eight months of this year was 14 per cent above the corresponding months of last year.

Hire purchase and other instalment credit business in August

New instalment credit advanced by retailers and finance houses amounted to £215 million in August (in seasonally adjusted terms). This brought total credit in the latest three months to £636 million, 6 per cent more than in the preceding three months, March-May. In the June-August period, finance houses advanced £262 million and retailers advanced £374 million.

Retailers' instalment credit sales increased in August, continuing their recent upward trend. In the three months June-August they were 5 per cent higher on average than during the three months March-May. Between these two periods sales by durable goods shops and 'other instalment credit retailers' (mainly mail order houses) both increased by 5 per cent, while sales by department stores rose by 9 per cent.

The value of instalments outstanding to finance houses decreased by a further £14 million in August bringing the total reduction in the June-August period to £41 million compared with £46 million in the March-May period. Instalments owing to retailers increased by £10 million in August giving a June-August increase of £14 million compared with an increase of £1 million in the preceding three months. Overall, debt outstanding to retailers and finance houses taken together continued to decrease in August, but by a smaller amount than in earlier months this year. At the end of August the total debt outstanding on instalment credit agreements was £2,303 million, 1 per cent less than a year earlier.

TABLE 1 Hire-Purchase and other instalment credit business seasonally adjusted £ million

	Total		Finance Houses†		Retailers‡	
	New credit extended	Increase in debt	New credit extended	Increase in debt	New credit extended	Increase in debt
1969	1,587	−20	701	−21	886	1
1970	1,735	84	822	58	913	26
1971	2,053	240	990	165	1,063	75
1972	2,497	424	1,222	296	1,275	128
1973	2,871	438	1,453	332	1,418	106
1972 3rd quarter	638	118	307	72	331	46
4th quarter	670	110	337	91	333	19
1973 1st quarter	761	171	397	131	364	40
2nd quarter	681	87	338	62	343	25
3rd quarter	717	103	366	82	351	21
4th quarter	712	77	352	57	360	20
1974 1st quarter	576	−69	233	−56	343	−13
2nd quarter	612	−45	255	−45	357	—
1974 January	198	−31	82	−19	116	−12
February	186	−24	76	−19	110	−5
March	192	−14	75	−18	117	4
April	201	−14	83	−16	118	2
May	206	−17	89	−12	117	−5
June	205	−14	83	−17	122	3
July	216	−9	93	−10	123	1
August	215	−4	86	−14	129	10
1974 March-May	599	−45	247	−46	352	1
June-August	636	−27	262	−41	374	14
Percentage increase	6		6		6	
Debt outstanding at 31 December 1973 (unadjusted)	—	2,485	—	1,638	—	847

† Direct business only: ie excluding agreements block discounted with finance houses by retailers.

‡ Durable goods shops, department stores and 'other instalment credit retailers'. For further definitions see footnote to Table 2.

TABLE 2 Retailers' instalment credit sales seasonally adjusted

Index numbers of value of sales per week (current prices) 1966 = 100

	Total†	Durable goods shops	Department stores	Other instalment credit retailers‡
H.P. and other instalment credit sales in 1966 §				
£ million	(862)	(327)	(46)	(489)
1969	111	100	113	117
1970	121	112	119	128
1971	134	138	138	131
1972	158	162	157	155
1973	176	165	181	183
1972 3rd quarter	164	167	163	162
4th quarter	165	165	158	165
1973 1st quarter	181	176	184	184
2nd quarter	170	161	175	176
3rd quarter	175	162	181	182
4th quarter	179	163	185	190
1974 1st quarter	171	117	175	206
2nd quarter	177	124	181	212
1974 January	172	110	163	214
February	165	112	171	200
March•	174	127	187	205
April	176	124	168	212
May	174	121	184	209
June•	180	127	189	215
July	183	131	200	217
August	191	133	204	228
1974 March-May av.	175	124	180	208
June-August av.	184	130	197	220
Percentage increase	5	5	9	5

† Durable goods shops, department stores and 'other instalment credit retailers'.

‡ General stores (other than department stores), general mail order houses and co-operative societies' non-durable goods departments.

§ Excluding sales against checks issued by other organisations.

The monthly periods for retailers consists of four weeks except those marked • which are of five weeks. The period covered by August 1974 sales was the four weeks from 28 July 1974 to 24 August 1974. The corresponding period in 1973 was from 29 July 1973 to 25 August 1973.

Energy trends – coal outlook brighter

Total energy back to last year's level

For the first time in eight months inland energy consumption in July reached the level of the corresponding period of last year. Natural gas, up by almost a third, largely offset the continued low level of oil deliveries. Coal consumption too was marginally greater than in July last year.

Coal: some improvement in productivity and manpower

In a month substantially affected by colliery holidays, productivity during August continued the gradual recovery of recent months and for the first time since last winter's strike, output per manshift exceeded that of a year ago. There was an increase in recruitment and total manpower at collieries rose by over 1,200 men.

Opencast output of three quarters of a million tons was the best since last November – a reversal of the recent trend – and some 10 per cent up on August 1973.

Stocks of coal at power stations rose by nearly a million tons in August while those at coke ovens experienced the usual seasonal decline associated with the holiday period.

Gas sales up again

Total sales in the second quarter were 18 per cent higher than in the corresponding period of last year. Industrial sales, other than those to the iron and steel industry, were up by about 30 per cent, more than half of the increase being due to greater use for electricity generation.

Electricity: second quarter sales down

Sales of electricity in the April-June quarter were about 4 per cent below those of the corresponding quarter of last year; all the main consuming sectors shared in the decline. However, electricity sent out in July was 3 per cent higher than last year and even after allowance is made for lower temperatures there is some indication of a return to normal growth.

Petroleum: decline in crude oil imports but total stocks rise

Net arrivals of crude oil in June were 8 per cent lower than a year ago; this is the only month so far this year when arrivals have been lower than in the corresponding month of 1973.

In July total output of finished products was a million tons lower than in June, much of the decline being caused by the stoppage at Stanlow Refinery. Even when allowance is made for this, output remains of the order of 10 per cent below that of July 1973. Total deliveries of refined products in July were below the levels of a year ago. Within the total, and coinciding with the start of the main holiday season, motor spirit deliveries were up to the level of last July. Among the other major products, only Derv (the principal fuel used for commercial road transport) has so far this year been in demand at near 1973 levels.

The seasonal rise in oil stocks continued in August. The fall in the estimated endurance of total stocks (from 101 to 95 days) reflects the seasonally heavier consumption rates expected later in the year.

This notice is prepared by the Economics and Statistics Division of the Department of Energy. Copies of the full *Bulletin* may be obtained from: Information Division, Department of Energy, Room 1203, Thames House South, Millbank, London SW1P 4QJ.

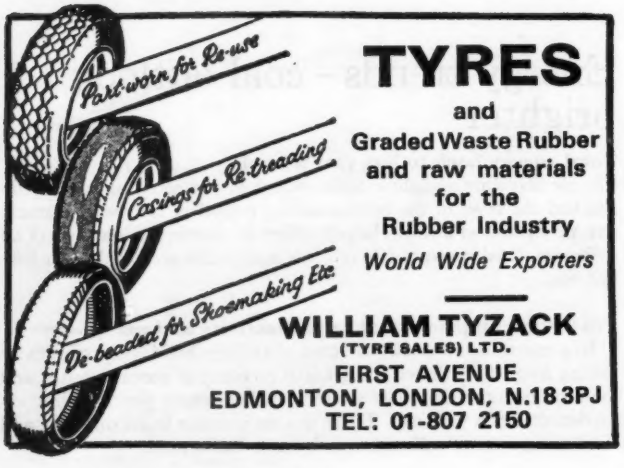
Registrations of British, Community and foreign films

The following are details of films registered by the Department of Trade under the Films Acts 1960 to 1970, as amended by the European Communities Act 1972, during the week ended Friday, 27 September 1974.
BR/E indicates that the film is a British quota film, EC that the film is a quota film. The date which forms part of the registration number of each is the date on which quota life of the film expires.

Title of film	Registered no.	Playing time minutes	Date of registration	Registered in the name of	Maker's name
			BRITISH		
Movietone News 2364	BR/E 37574/29/9/79	7	27 September	British Movietonews Ltd.	British Movietonews Ltd.
Movietone News 2364A	BR/E 37575/29/9/79	7	27 September	British Movietonews Ltd.	British Movietonews Ltd.
			COMMUNITY		
Amarcord	EC 37700/29/9/79	123	25 September	Columbia-Warner Distributors Ltd.	Produzione Intercontinentale Cinematografica SPA, Rome
The Insolent	EC 37703/29/9/79	87	26 September	Ranworth Film Services Ltd.	Tanagra Productions and Productions Jacques Roitfeld, Paris
Pill Of Death	EC 37704/29/9/79	99	26 September	Ranworth Film Services Ltd.	Comacico Les Films Copernic, Paris, Orion Film, Munich and Mars Film, Rome
			FOREIGN		
Vengeance Of A Gunfighter	F 37698	76	23 September	Paladin Film Distributors Ltd.	Modern Art Production, Hollywood
Toulouse Lautrec (Elles)	F 37699	12	23 September	Contemporary Films Ltd.	Como Cie, Paris
Deadly Weapons	F 37701	73	25 September	Variety Film Distributors Ltd.	Hallmark Releasing Corporation, USA
Daisy Miller	F 37702	92	25 September	Cinema International Corporation (UK)	Saticoy Productions Incorporated, California

Correction to the register:
The name of the maker of the film 'Persecution', registered on 28 August 1974, has been corrected to read Tyburn Film Productions Ltd., Iver Heath, Buckinghamshire.
The registration number of the film 'The Sport of Kings', registered on 9 September 1974, has been corrected to BR/E 37687/15/9/79.
Note:
Directions have been made under Section 2 (2) of the Films Act 1960, as amended by Section 10 of the Films Act 1970 renewing the quota life of the films 'Under the Table You Must Go' (BR/E 34693) from 1 January 1975 to 31 December 1975 and 'Sixty Glorious Years' (BR/TR 830) from 1 January 1974 to 31 December 1975.

Government Sales



Ministry of Defence

16 October 1974 Miscellaneous Stores

Location: Dining Hall, Cavalry Barracks, off Butt Road, Colchester

Auctioneers: Fenn, Wright & Co. (Dept. L), 146 High Street, Colchester, Essex (Tel: 0206 46161)

The lots on offer include blankets, engineers tools, power unit, engines, electrical spares, radio parts, canvas, tyres, miscellaneous clothing, bedding, mixed rags, crockery, furniture and carpets. Various vehicle spares and parts, scrap ferrous and non-ferrous metals, batteries, technical units and spares etc.

Catalogues for the above sale, which give details of the lots, conditions of sale, viewing times, etc., are available from the auctioneers from two weeks before and up to the day of the sale, price 10p (postal orders only).

Index to statistics and organisational information published regularly in 'Trade and Industry'

A = annually M = monthly Q = quarterly 6M = every six months.

Title	Last published
Air transport: trade by air (6M)	30 May 1974
Balance of payments:	
current account (M)	19 Sept. 1974
trends in invisible transactions (Q)	18 Apr. 1974
(*see also* Overseas trade of the UK)	
Bankruptcy orders (Q)	6 June 1974
Business names and limited partnerships (A)	7 Mar. 1974
Capital expenditure: manufacturing, distributive and service industries (Q)	This week
Catering trades turnover (M)	12 Sept. 1974
Chemicals industry activity (Q)	8 Aug. 1974
Companies:	
acquisitions and mergers (Q)	12 Sept. 1974
new registrations:	
Gt. Britain (M)	26 Sept. 1974
N. Ireland (M)	5 Sept. 1974
Construction work overseas (A)	11 Oct. 1973
Energy trends (M)	This week
Engineering industries: sales and orders (M)	19 Sept. 1974
Film industry:	
British Film Fund Agency returns (M)	12 Sept. 1974
cinema admissions and takings (M)	26 Sept. 1974
overseas payments and earnings (A)	1 Aug. 1974
registration of films (A)	31 Jan. 1974
Food:	
consumption levels (6M)	5 Sept. 1974
household consumption (Q)	1 Aug. 1974
Footwear industry: production, orders and deliveries (M)	5 Sept. 1974
Foreign exchange: official reserves (M)	11 July 1974
Foreign trade: industrial countries' production and trade (Q)	14 Mar. 1974
(*see also* Overseas trade of the UK)	
Furniture orders and deliveries (M)	26 Sept. 1974
Hire-purchase business (M)	This week
Industrial production:	
index numbers (M)	26 Sept. 1974
N. Ireland index (M)	26 Sept. 1974
Wales index (Q)	11 Apr. 1974
Insurance companies: investments and assets (A)	5 Sept. 1974
Investment:	
book values of overseas direct investments (every 3 years)	15 Nov. 1973
industry's investment intentions (3 times a year)	6 June 1974
investment and earnings overseas (A)	13 June 1974
Machine tools: sales and orders (M)	19 Sept. 1974
Man-made fibres:	
deliveries (Q)	5 Sept. 1974
production (M)	5 Sept. 1974
production: quarterly analysis (Q)	5 Sept. 1974
Motor industry:	
car and commercial vehicle production (M)	26 Sept. 1974
estimated figures (M)	12 Sept. 1974
motor trade turnover (Q)	22 Aug. 1974
Office development permits (Q)	16 May 1974
Overseas trade of the UK:	
direct exporters and credit terms (A)	27 June 1974
UK overseas trade in 1973	16 May 1974
unit value and volume index numbers (M)	12 Sept. 1974
value: analysis of trends (Q)	26 Sept. 1974
(*see also* Balance of payments)	
Paper and board production (M)	26 Sept. 1974
Pension funds: investments and assets (A)	5 Sept. 1974
Regional selective assistance (M)	12 Sept. 1974
Retail prices index (M)	26 Sept. 1974
Retail trades:	
sales (M)	This week
provisional figures (M)	12 Sept. 1974
sales, N. Ireland (M)	5 Sept. 1974
stocks (M)	12 Sept. 1974
Royalties: overseas transactions (A)	27 June 1974
Shipping: nationality of vessels in UK sea-borne trade (A)	6 Dec. 1973
Steel consumption and stocks (Q)	26 Sept. 1974
Stocks:	
manufacturers' and distributors' (Q)	This week
retail (M)	12 Sept. 1974
Television: overseas payments and earnings (A)	1 Aug. 1974
Textiles:	
activity in the industry (Q)	25 Apr. 1974
carpet sales (M)	19 Sept. 1974
cotton industry production (M)	26 Sept. 1974
hosiery production (M)	19 Sept. 1974
made-up clothing: orders and deliveries (M)	12 Sept. 1974
orders and deliveries (M)	21 Mar. 1974
wholesale houses' sales (M)	26 Sept. 1974
wool exports (Q)	26 Sept. 1974
wool output (M)	26 Sept. 1974
Tourism:	
foreign visitor arrivals (M)	26 Sept. 1974
overseas travel and tourism (A)	21 Feb. 1974
Wholesale prices:	
average prices of selected commodities (A)	4 Apr. 1974
index numbers (M)	19 Sept. 1974

Departmental organisation etc.

Subjects	Last published
British commercial representation overseas	This week
Business Monitor titles	6 Sept. 1973
Customs notices of interest to exporters	26 Sept. 1974
ECGD local offices	26 Sept. 1974
Guide to Departments	5 Sept. 1974
Official Receivers' offices	12 Sept. 1974
Programme of trade promotions	18 July 1974
Release dates of economic statistics	26 Sept. 1974

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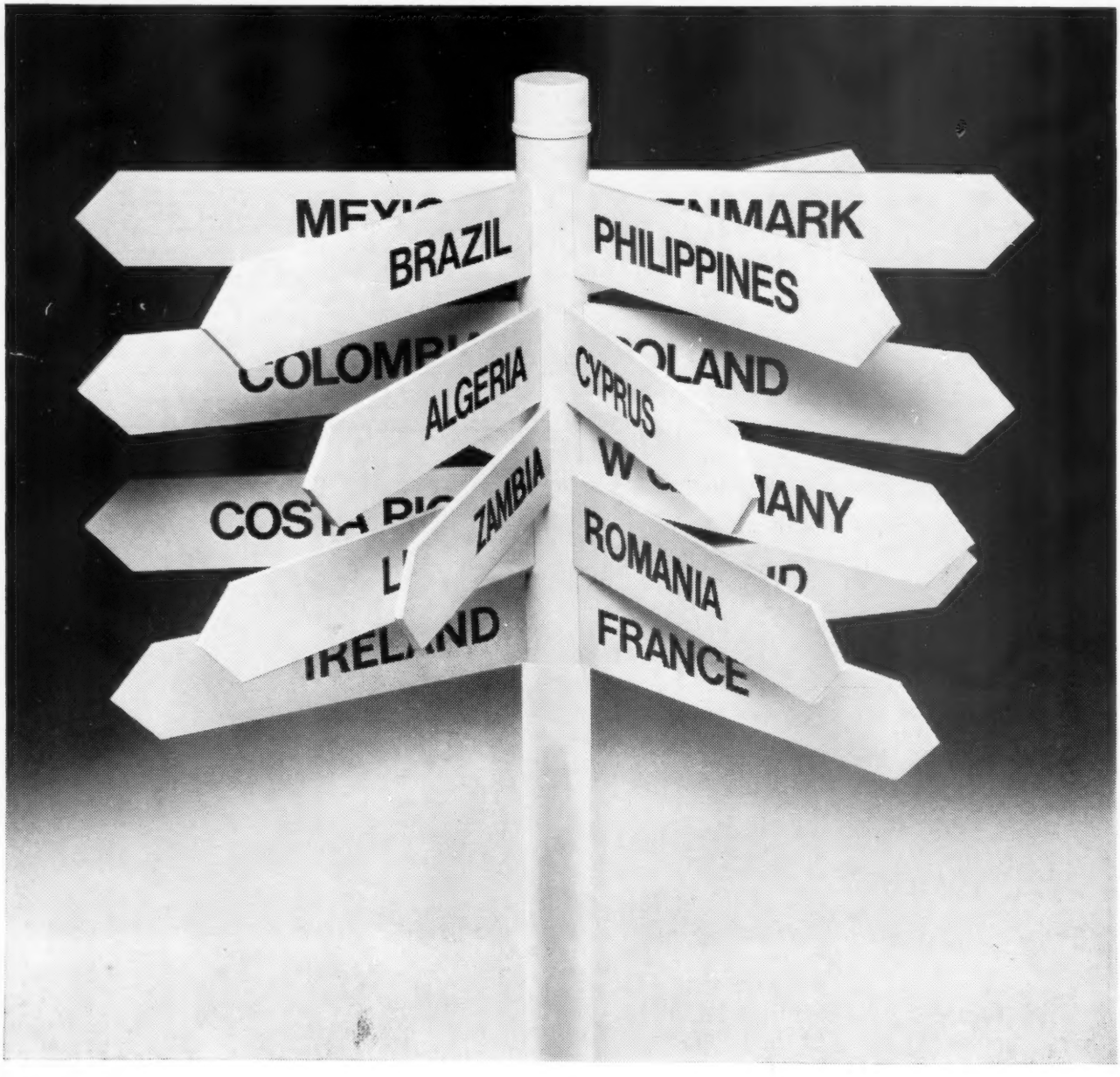

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